



MAY-MARKET UPDATE

Greetings clients and friends-

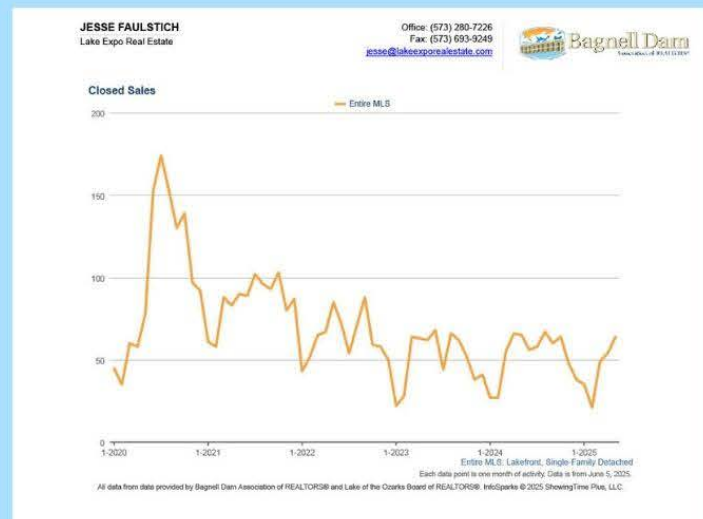
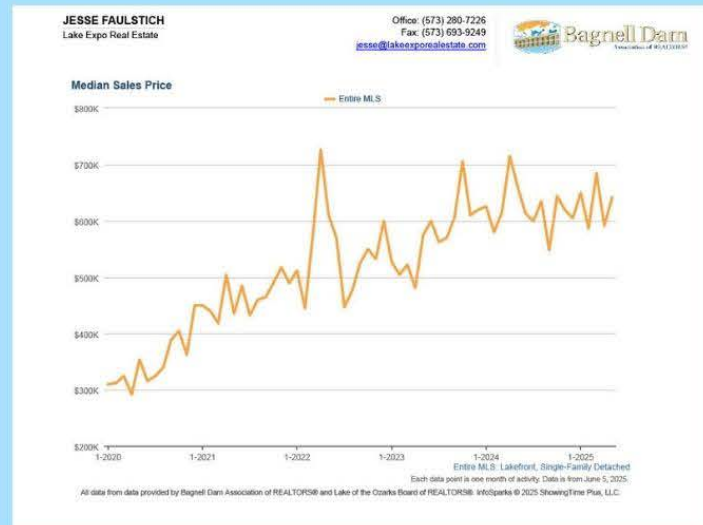
Summer is in full swing here at Lake of the Ozarks! Are we are officially in a buyer's market?! May brought a bit of market shift in the numbers. Lakefront homes show resilience with a 5% increase in average sales price, despite fewer sales. While the condo market faces challenges with increased inventory and fewer buyers, yet median prices are up 5.8%.

Also, don't miss my full market update video by clicking [HERE](#). In this episode, we break down the REAL difference between full-time lake life and weekend warrior chaos. From traffic hacks and lifestyle perks to HOA benefits and market updates, we've got the full scoop.

The numbers have settled for May, so let's dig in to all of the details!!

Lakefront Homes:

- Compared to May 2024, new lakefront home listings saw a significant 28% increase in May 2025, with 150 listings this year versus 117 last year. Overall, year-to-date new listings have increased by almost 15%.
- In May 2025, the median lakefront sale price decreased by 4.81%, reaching \$642,500. This is a decline from the May 2024 median price of \$675,000.
- Lakefront home sales experienced a slight dip in May 2025, with 64 transactions recorded, down from 65 the previous year, marking a 1.54% decrease. Looking at the year-to-date figures, the number of sales have fallen by 7%, totaling 17 fewer lakefront homes sold.
- The average days on market in May 2025 is 36 days, down 5.51% from 38 days in May 2024.





Homes Continued-

- A decrease in almost 5% list to sale price ratio from last year. May 2025 we are negotiating on avg at 95.5%
- Months of supply continues its rise to 7.8 this May, up from 7 months last month, May last year we were sitting at 5.8 months.

Lakefront homes for sale by price bracket

- \$300,000 - \$499,999- 71 homes, up 29 from last month
- \$500,000 - \$749,000- 63 homes, down 6 from last month
- \$750,000 - \$999,000- 64 homes, up 10 from last month
- \$1 mil to \$2 mil- 60 homes, down 6 from last month
- \$2 mil to \$5 mil - 39 homes, up 2 from last month
- Over 5 million 9 homes and holding steady
- 329 in total currently available

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Months Supply of Homes for Sale



Entire MLS: Lakefront, Single-Family Detached

Each data point is one month of activity. Data is from June 5, 2025.

All data from data provided by Bagnell Dam Association of REALTORS® and Lake of the Ozarks Board of REALTORS®. InfoSparks © 2025 ShowingTime Plus, LLC.

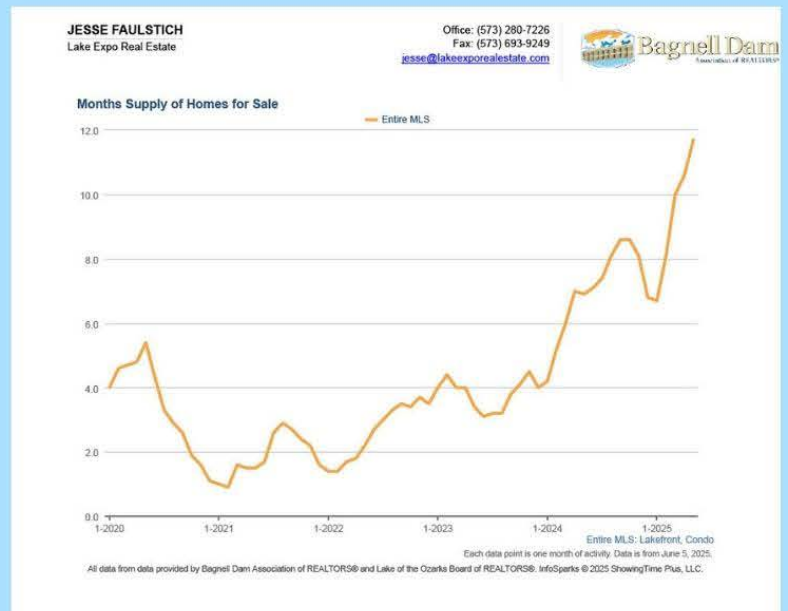
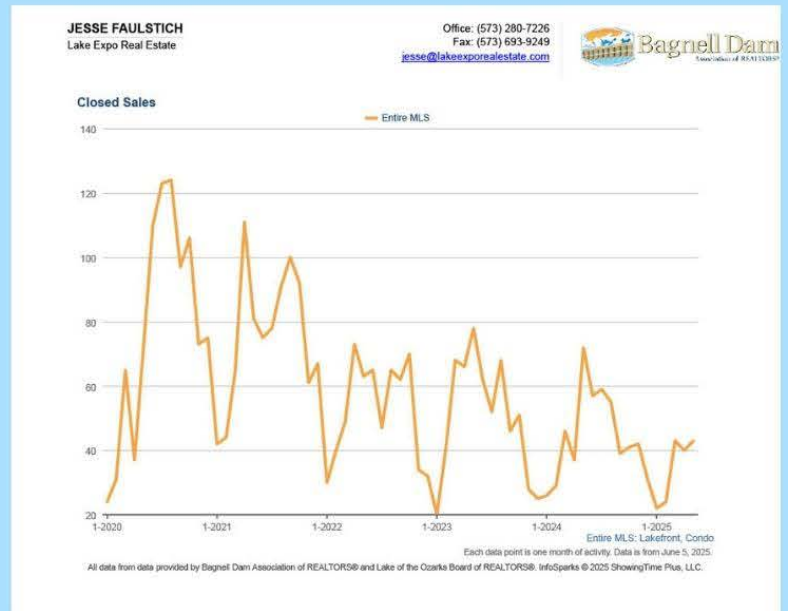
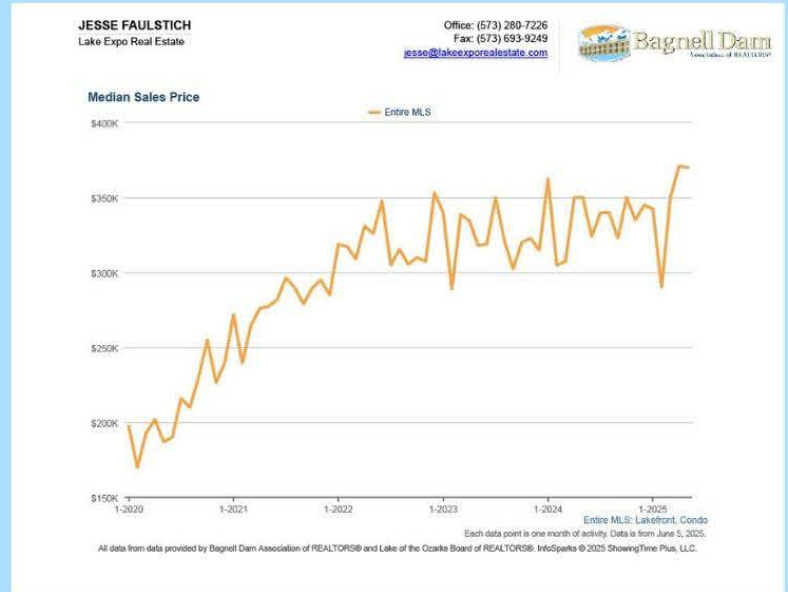


Lakefront Condos

- New listings in May 2025 were up 15.6% with 111 new condo listings compared to 96 in May 2024. YTD we are up 130 condos or 27.4%.
- The median sale price for Lakefront Condos was up 4.5% in May 2025 to \$365,875 from May 2024 which was \$350,000.
- Sales were down!! By 30 condos this May with 42 condos sold compared to the 72 condos sold last May. Year to date we are down 18.6% in number of sales.
- The average days on market for condos increased significantly from last year, almost doubled. This May we were at 61 days on market, last May we were at 31 days.
- List to sale price ratio was down less than a full percent from last year, now at 97.4%
- Months of supply for condos is on a much steeper incline, moving up to 11.8 from 10.6 last month and a year ago we were at 6.9 months of supply.

Condos available by rooms:

- 2 Bedrooms available- 142, up 6 condos from last month
- 3 Bedrooms available 239, up 15 condos from last month.
- 4 Bedrooms available 28, same as last month
- 434 active listings in total



In Summary-

The lakefront home market has managed to stay fairly resilient this year compared to condos. While the number of sales are down by 17 homes, we've still seen an increase in avg sale price by over 5% to \$813,005. Inventory levels have risen to June 2020 levels and months of supply continue to increase showing the disconnect between the amount of sellers vs the amount of willing buyers. Even though we have had fewer sales, the sales have been larger than last year, the lakefront home market in dollars traded has only contracted 2.3%.

Serious headwinds continue to blow in the face of lakefront condos. Major increases in inventory not seen since August 2017 with 18.6% fewer buyers than last year Days on market is sharply increasing but the median sell price is singing a different tune, now up 5.8% over last year. For the past two years the month of May holds the top month for sales and sales decrease throughout the remaining months of the year. There are still buyers for condos out there, 171 so far this year. The laws of supply and demand will continue to exert pressure on condo sellers, will they continue to hold out for higher prices, or will more sellers reduce their price to exit their lake condo?

For buyers, now is more important than ever to work with a professional Realtor to dig into market trends and property history to formulate a strategic offer backed up with facts and data to submit to sellers. Bringing daylight to the market increases your odds of negotiating a more favorable sale price.

Sellers, the single most important factor in getting a home sold is the seller's decisions. Sellers decide on list price, condition, showing availability, the Realtor they choose to list their property which determines their marketing, negotiating skills, and lastly the seller decides on contract acceptance. But you have to remember, sellers don't set the sale price, Realtors don't set the sale price, buyers set the sale price, given their current options.

Lake Expo Real Estate leverages unmatched market reach through our exclusive partnership with LakeExpo.com, the region's premier media powerhouse. With nearly 2 million property views generated in May alone, we deliver exposure that no other brokerage can match. When you choose Lake Expo Real Estate, you're not just getting a real estate agent—you're accessing the most powerful marketing platform in the lake market to ensure your property reaches every qualified buyer.

If you're looking for strategies to buy your dream place at the lake or need a proven process to maximize your investment, my commitment is simple, to provide the same level of professional service whether you're purchasing a condo or selling a multi million-dollar home. After years of helping families find their perfect lakefront properties, I know every client, every price point, every goal matters. When you're ready to buy or sell, I'm ready to work for you.

Be sure to check out our featured listings by clicking [HERE](#). And as always please do not hesitate to reach out to me if you have any questions by replying to this email or give me a call at 573-260-0868.

Jesse Faulstich