



# APRIL-MARKET UPDATE

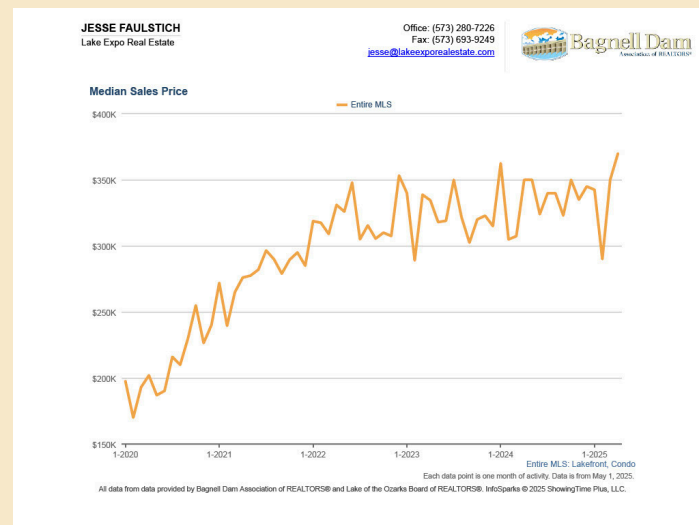
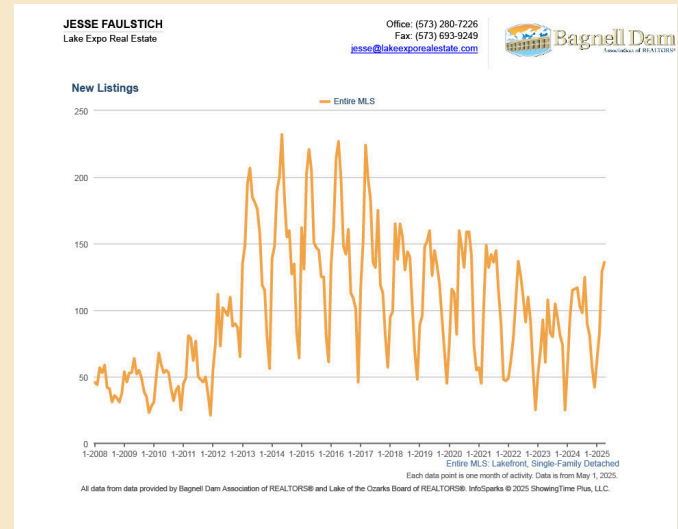
## Greetings clients and friends-

As we bid farewell to April and the relentless winds that accompanied it, we're noticing a slight shift in the market trends. Let's take a closer look at the numbers and what they mean for the current real estate landscape.

For a comprehensive analysis of the market update, be sure to watch our video featuring Jeff Pfitzer from Lake Lifestyle. Simply click [HERE](#) to access the full video and gain valuable insights into the latest real estate trends. As summer approaches we dig in to the TOP 5 summer events at Lake of the Ozarks. You won't want to miss this one!

## Lakefront Homes:

- New lakefront home listings this April were up 22.6% compared to April of 2024, this April we had 141 new listings compared to 115 last year. So far we are up 36 new home listings ytd. New lakefront home listings all time high's were the springs of 2013-2017 consistently hitting over 200 new listings.
- Our median lakefront sale price was down almost 2% this April at \$626,000 compared to last April at \$670,000. All time high median sale price month, April 2022 at \$727,000. If we go back just a little further to April 2020 the median sale price was \$292,000, that's a staggering difference of 114% more for a home in April of 2025 compared to April 2020. If you bought a home in the spring of 2020 or prior, you are sitting on some serious equity!
- There were 15 fewer lakefront homes sold this April at 50 compared to 65 in April 2024, a decrease of 23%. January was up for homes sales but we have been trending down since then. Year to date the number of sales are down by 19 homes or 11%.
- Months of supply jumped from 5.7 months to 6.8 this month. We haven't seen this many months of supply since November 2019. We are in a neutral market now and we'll have to wait and see if that stabilizes or continues trending up.





## Homes Continued-

- This April our list to sell ratio dropped 3% compared to last year to 95.4%. There are definitely more negotiations taking place going back to a pre-pandemic market. The lowest ratio in recent past was January 2023 at 94.7% due to major hikes in Interest rates and being our slow season.
- April 2025 avg days on market is 44 days up 23%% from April 2024 at 36 avg days on market. We are still at historic lows for days on market but this can easily be manipulated by taking a home off the market that wasn't selling, putting it back on the market at a lower price, and boom, you get a sale.

## Lakefront homes for sale by price bracket

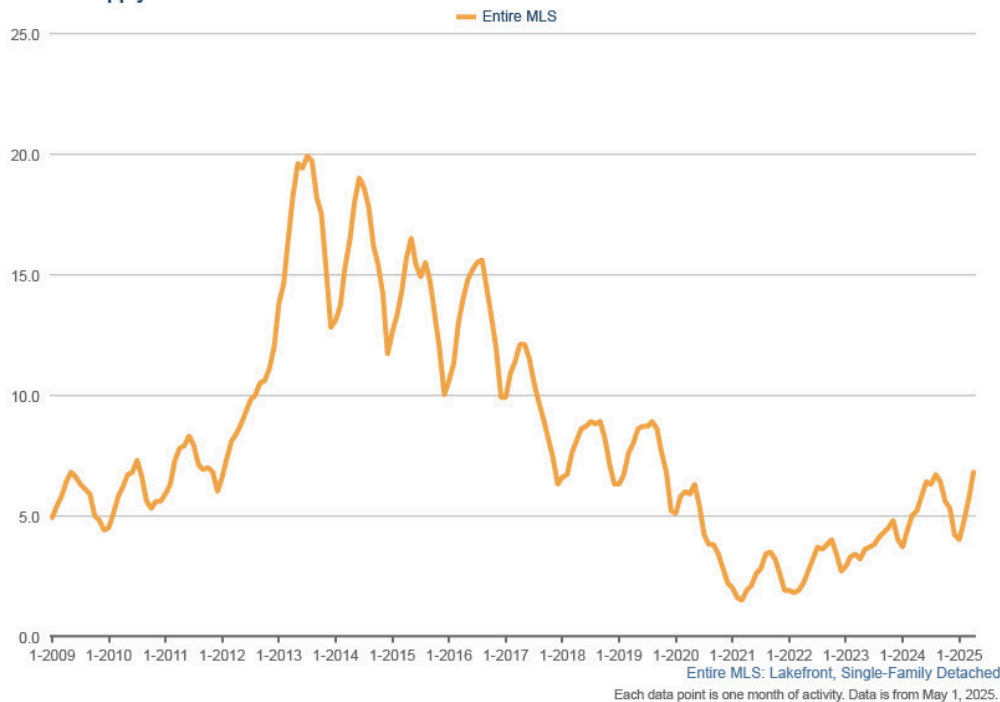
- \$300,000 - \$499,000- 46, up 12 homes from last month
- \$500,000 - \$749,000- 69, up 19 homes from last month
- \$750-000 - \$999,000- 54, up 11 homes from last month
- \$1 mil to \$2 mil- 66 homes (made a new price bracket from last month)
- \$2 mil to \$5 mil - 37 homes
- Over 5 million -9 homes, up 1 home from last month

**JESSE FAULSTICH**  
Lake Expo Real Estate

Office: (573) 280-7226  
Fax: (573) 693-9249  
[jesse@lakeexporealestate.com](mailto:jesse@lakeexporealestate.com)



### Months Supply of Homes for Sale

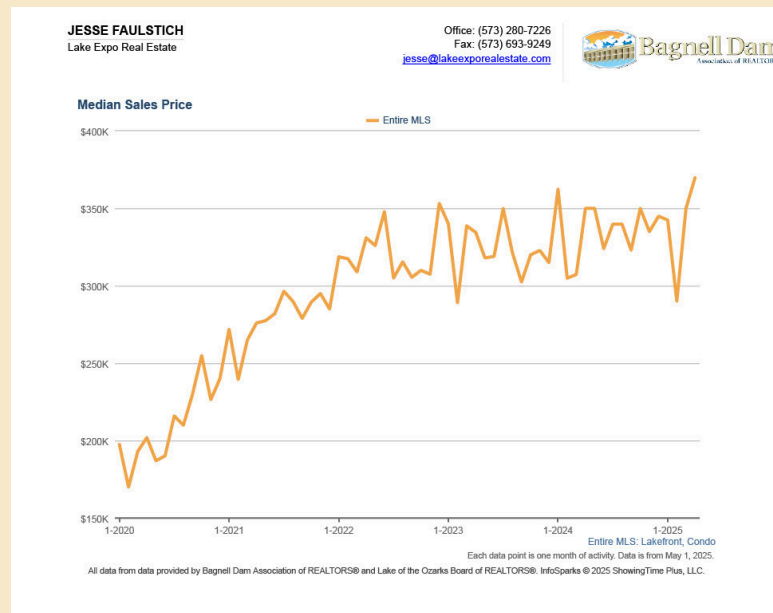
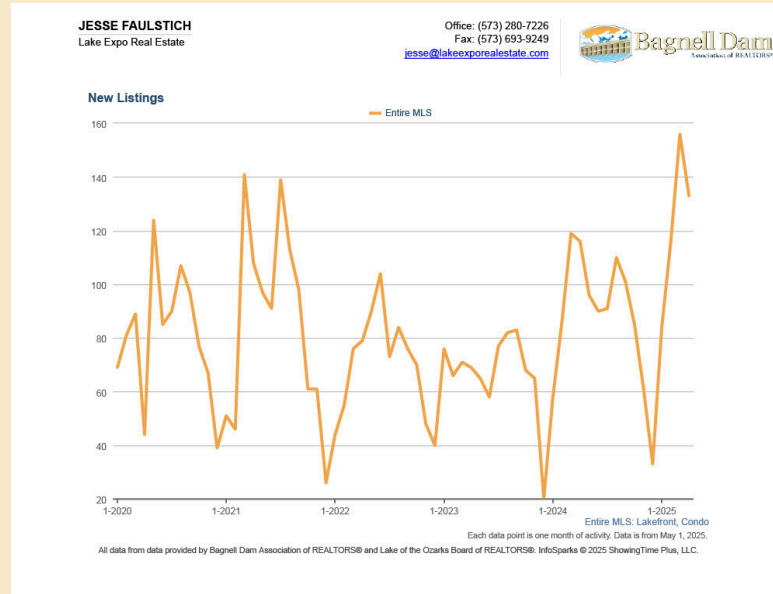


All data from data provided by Bagnell Dam Association of REALTORS® and Lake of the Ozarks Board of REALTORS®. InfoSparks © 2025 ShowingTime Plus, LLC.



## Lakefront Condos

- New listings this April was up 16.4% at 135 new condos to the market this March compared to 115 last April. All time high was February 2017 at 162 new condo listings.
- Our median sale price for Lakefront Condos was up 5.7% this April to an all time high at \$370,000 from April of 24 that was \$350,000. Median sale price for a Lakefront condo in April of 2020... \$202,000, an 83% increase in equity. There is still a market for nice condos!
- Sales were UP!! By two condo this April as last with 37 condos sold. Year to date we are down 10 condo sales from last year.
- Months of Supply continued to rise from 10 months to 10.6 months of supply, signaling a strong buyers market. The highest months of supply since September 2016.
- Current list price to sale price ratio is at 96.75% ytd compared to 98.6% last year.
- Avg days on the market for condos decreased slightly from last month but is up 65% from April. This April we were at 47 days on market.



## Condos available by rooms:

- 2 Bedrooms available- 136, up 17 condos from last month
- 3 Bedrooms available 224, up 12 condos from last month.
- 4 Bedrooms available 28, down 9 condos from last month

## In Summary-

Lakefront homes started the year strong, but since February, we've seen a cooling trend with inventory rising 32% and weaker transaction counts. Interestingly, this is the first month of the year where average and median home sale prices did not appreciate. The volume of dollars traded, or the "market," has only slightly contracted 10% year-to-date. It's safe to say we're in interesting times.

Condos, on the other hand, continue their market decline, contracting in volume by 13.23% in dollars traded year-to-date. This is actually a slight improvement from last month, where we were down 15.68% for the year. Another trend I've noticed recently is the disparity between the average sale price for a condo, which is down 4.67% on the year, and the median sale price, which is up 9.84%. This suggests an increase in sales of more affordable condos, effectively lowering the average price. With a larger proportion of sales concentrated in lower price ranges, the average is pulled down, even if the median sale price increased. It's worth noting that HOA fees are weighing heavily on buyers' decisions. While there are still buyers for condos, with 128 sold this year, the 40% increase in inventory gives buyers more options and sellers more competition. For condo sellers, it's crucial to stand out in the market, which may require updates and improvements.

For both lakefront homes and condos, buyers are finding more opportunities for negotiations. If you're in the market to buy, it's essential to work with a professional Realtor who has a data-driven process to craft a competitive offer without overpaying. As a seller, having a well-planned strategy and correct pricing is key to standing out in the market. At Lake Expo Real Estate, we leverage LakeExpo.com to increase property visibility and offer proven strategies for success.

If you're a property owner not yet ready to sell, I can provide you with a "Real Estate Review" that gives you an idea of your home's value in the current marketplace. This is a service I offer my past clients to keep them informed about their asset's value. It only takes me about 15 minutes to complete, so even if you're planning to enjoy your lake home for another year or two, you'll have a value range in mind when the time comes to sell.

Feel free to give me a call at 573-260-0868 or send me an email at [jesse@lakeexporealestate.com](mailto:jesse@lakeexporealestate.com) if you'd like to discuss our professional strategies. I'm always happy to help!

**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*