

Galvin's News and Views from Lake of the Ozarks

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FOUR SEASONS REALTY

Galvin Humphries is a man in a grey suit and tie, smiling, holding a rolled-up document.

News from around the Lake.....

Lake real estate market stabilizes

The real estate market at Lake of the Ozarks shows signs of stability in 2010. Overall property sales are up, and real estate agents are happy with several growing trends.

“Baby boomers are starting to call again, which to me says confidence in the economy is starting to return,” Bagnell Dam Association of REALTORS Vice President Gary Markus said, adding a quip, “though if the Dow would jump 1,000 points things would again get real exciting around here.”

The number of property transactions in the lake area dropped significantly in 2007 when a crisis unfolded in the national housing market. While the number of homes bought and sold hasn't recovered to 2005's level, many people who make their living through real estate are encouraged. *Continued page 2*

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Positive signs

“We are up over last year about 15 percent. We are seeing increases in the numbers of transactions that we are having,” Lake of the Ozarks Board of REALTORS President Donita Thompson said. Increased average sale prices serve as one of the top signs of encouragement. In 2009, buyers sought out value, which caused average sale prices to drop even though the total volume of transactions remained just above the volume from 2008. Realtors found difficulty selling the lake’s top end homes. “The biggest thing that has hurt us has been not so much the values but the price ranges that people are buying in,” Thompson said. “Now it seems like everybody wants to stay around \$150,000 or under, so that’s been a little bit of a challenge.”

The first quarter statistics for the Lake of the Ozarks Board of REALTORS members show signs of a comeback. In the first quarter of 2008, the average sale price was \$221,955. In the first three months of 2009, the average fell to \$174,350, but in 2010 jumped back to \$214,542. Thompson says the past month offered big encouragement. “One really positive thing that I have seen when I was looking back at the trends, in April of this year, we were 46 percent above where we were last April in the number of transactions. That was just incredible to me to see that,” Thompson said.

Buying trends

Like Thompson, Markus remains optimistic for the return of high-end homebuying. “There are around 7,000 baby boomers retiring every day. Around 15 percent of them have reported in surveys they want a lake near their retirement home. One of these days there will be 900 buyers per day wanting property on one of only a handful of lakes like ours,” Markus said. The veteran of real estate believes a new wave of retirees will trigger the return of top shelf retirement homes when they feel comfortable enough to spend the money.

“The \$500,000-and-up market is, for the most part, baby boomers. When they start coming in droves again, then the \$500,000-plus market will kick in gear,” Markus said. “A lot of people’s hesitancy has come from the economy, just not knowing whether they should take that step or not. I am cautiously optimistic, but we’re not out of it yet,” Thompson said.

Selling trends

Statistics for sellers are not as good as they were in 2005, but are better than they were in 2008. List-to-sell ratios at the Lake of the Ozarks remain above 90 percent. Average days-on-market, the timeframe from when a home goes on the market to when a buyer closes, climbed from 125 days to 136.

“A lot of (average days-on-market) has to do with the loan process right now. It is just harder and harder for people to get qualified for loans,” Thompson said. Markus encourages people trying to sell property to be patient with their property values.

“This year remains a buyer’s market where buyers tend to be happier than sellers—a lot because sellers became use to 7 to 15 percent appreciation. Once the economy settles down we will probably return to the five to seven percent appreciation, which should satisfy most property owners,” Markus said. Jun 25, 2010. Rance Burger, *Lakewebonline*.

As always, please feel free to contact me regarding current market conditions for your Lake Area property, or any prospective Lake Area properties you may be considering.

Your business and referral business is important to me!

~ Galvin Luke Humphries, Sr.

Lake of the Ozarks big winner in Powerboat's Reader Choice Awards

With 20 categories up for grabs, Powerboatmagazine's inaugural Readers Choice Awards drew almost a thousand votes from all across North America and a handful of other countries including Switzerland, Norway and Italy.

When the votes were tallied, between overall winners to honorable mentions, 60 different awards were handed out.

One thing is clear, Lake of the Ozarks is a popular choice taking home several top prizes and honorable mentions.

Overall Winners

Favorite Boating Destination: Lake of the Ozarks

Whether you have been there or not, you've surely heard of Missouri's Lake of the Ozarks. The charming, boater-friendly town has more than 1,100 miles of shoreline and nearly half that many dockside bars—well, maybe not that many. Party Cove certainly helps the destination's case as well.

Best Marina: Kelly's Port

With a marina, wet/dry storage, a gas dock and new and used boat sales, Kelly's Port in Osage Beach, Mo., has been a mainstay on Lake of the Ozarks since 1977. The full-service facility even offers seasonal cabin rentals and a swimming pool.

www.kellysport.com

Favorite Race or Shootout: Lake of the Ozarks Shootout

Now in its 22nd year, the Lake of the Ozarks Shootout is an event on most performance boaters' bucket list. Not only can you watch some of the world's fastest boats, but you can enjoy other events and parties on the popular Missouri lake.

www.lakeoftheozarkshootout.org

Honorable Mentions

*Favorite Bar/Restaurant to Boat to: **Dog Days**, www.dogdays.ws*

*Favorite Poker Run: **Midwest Boat Party Support the Troops**, www.midwestboatparty.com*

*Best Poker Run Club: **Midwest Boat Party**, www.midwestboatparty.com*

*Best Place to Buy Parts/Accessories: **West Marine**, www.westmarine.com*

A complete list of winners is available on Powerboat's website at **www.powerboatmag.com**.

Aug 5, 2010. *lakenewsonline.com*

Osage Beach Board approves bids to light roads

Piece by piece, the Hwy. 54 Expressway and accompanying work on the existing highway are coming together.

The Osage Beach Board of Aldermen last week approved a bid to provide lighting to part of what will become known as Osage Beach Parkway South once the Expressway is completed. The project is to light Parkway South from Highway to Bluff Drive and the connection with the existing Highway 54 near Wal-Mart.

James H. Drew Corporation of Indianapolis, Ind., was awarded the bid of \$151,245.84. The project was bid budgeted at \$160,000, so the balance will be used for another project as yet to be named. There were no other bidders, city officials noted, and they hope to get the work started as soon as possible to allow for the Parkway South to be lighted soon after it is completed.

A hangar development project for Lee C. Fine Airport moved forward despite being over the budgeted amount. Upon recommendation of the city engineer and airport manager, the board agreed to amend the 2010 budget to transfer \$24,000 to the hangar project from the Machinery & Equipment budget (\$9,000) and the Airport Capital budget (\$15,000). *Continued on page 4*

AT&T finishes 3G upgrade at lake

One of the largest wireless providers at the Lake of the Ozarks finished a plan to upgrade 17 towers by outfitting them with 3G transmitters. AT&T Inc. announced the completion of its Lake of the Ozarks upgrade plan with a ribbon-cutting at Willmore Lodge in Lake Ozark.

A 3G mobile phone allows for wide-area telephone calls, mobile Internet use, video calls and mobile television. Smart phone users will be able to make calls and surf the Internet at the same time in areas with a 3G signal. "People not only use 3G in their handheld phones, but they use it in their laptops as well using our wireless network to access high-speed Internet in places they otherwise might not," AT&T Regional Director of External Affairs Mike Haynes said.

The third-generation service offers fast download speeds, live video sharing, and simultaneous voice and data use. AT&T targeted the Lake of the Ozarks area for 3G expansion before Memorial Day. The Lake showed a demand for better mobile phone service. "It's driven by several factors including the positive business climate that is created in Missouri," AT&T Area Retail Sales Manager Cassandra Penny said. "Local leaders share our vision of investing in our broadband networks that will create jobs and fuel economic growth."

Not all lake area residents enjoyed the upgrade period from late May to mid-July. "You might have had a few hiccups in your services along the way, but that was to be expected when people are tweaking things to make them what they are today," Penny said.

Beverly Luetkemeyer, who lives along the 12th mile marker of the Big Niangua, says her cell phone reception declined dramatically when the upgrades began and that her reception has not recovered. "I've had all kinds of different things told to me by (AT&T's) representatives," Luetkemeyer said. One AT&T tech support staff member reportedly told Luetkemeyer that her service interruptions were linked to the upgrade work. "It's because of the 3G towers. They are covering the tourist area and the rest of us are just going to be 'SOL' because the 3G network takes a stronger signal to work," Luetkemeyer said.

Haynes said topography affects 3G signals when cell phones and towers communicate. "You're never going to get (a signal) everywhere. A lot of it depends on terrain. If you are on flat terrain, cell signal can go 10 miles, but when you are in a hilly area like this—on the West Side, where my folks have a cabin, (there is) great coverage up on the hill, but when you get to the bottom of that hill it gets down to one bar," Haynes said.

Luetkemeyer said she has voiced her concerns with AT&T for the last three weeks. Haynes acknowledged that AT&T builds its 3G network around the most populous cities and major highways first, and then extends service to more rural areas. "In any concentration of population, you are going to have really good coverage, plus along the (highway) corridors," Haynes said of the summer 3G upgrades. Jul 21, 2010. Rance Burger, *Lakenewsonline.com*

Osage Beach Board approves bids to light roads *Continued from page 3.*

The board approved the bid of \$94,000 to Hutchins Telecom of Belle, Mo., for Phase 1 of the project. Next lowest bid was \$120,805 from LARC Contracting of Lake Ozark. A contract modification involving Hutchins Telecom also was approved.

During construction of a MoDOT project to get an outer road from Rout KK to Swiss Village Road, it was discovered that some additional casing was needed. This prevents the city from having to bore under the roadway once the project was completed. Total contract modification was \$14,800. MoDOT will reimburse the city at 100 percent for the water portion of the work, and 66 percent for the sewer portion.

In unfinished business, the board approved second reading of the voluntary annexation of property owned by Duenke Real Estate Holdings, LLC. The property contains a section of a new road proposed as part of Duenke's plan to develop the property between Swiss Village Road and Route KK... Jul 7, 2010. Dan Field, *Lakenewsonline.com*

UPCOMING EVENTS

August <> September

EVENT	DATE	LOCATION	CONTACT INFO
4th Annual Conservation Agents Golf Tournament for C.O.P.S.	Aug 8	Camdenton, MO	573-317-3552
Boat in Movie Bear Bottom Resort	Aug 12, 19, 26 Sep 2, 4	Sunrise Beach, MO	573-374-6905
Hot Summer Nights: Bagnell Dam Strip	Aug 13	Lake Ozark, MO	573-964-1008
Duck Drop will be in Aug 2010: Bagnell Dam River Side	Aug 14	Lake Ozark, MO	573-964-1008
Culvers Summer Concert Featuring Mission 516	Aug 14	Osage Beach, MO	573-302-0244
Archeological Show of Indian Relics Lodge of the Four Seasons	Aug 14-15	Lake Ozark, MO	573-636-9667
Par-Tee for the Troops at Dogwood Hills Osage Hills	Aug 14	Osage Beach, MO	573-434-1584
Lake of the Ozarks Shootout	Aug 23-29	Sunrise Beach, MO	www.lakeoftheozarksshootout.org
The Broadway Show cast of Beatlemania at the Country Club	Aug 28	Lake Ozark, MO	800-964-6698
Labor Day Celebration Fireworks	Sep 2-6	Lake of the Ozarks	800 FUNLAKE
Rocky Mount Sweet Corn Festival	Sep 4	Rocky Mount, MO	573-216-0248
Lake of the Ozarks Marine Dealers Sept. Boat Show	Sep 10-12	Sunrise Beach, MO	573-374-5852
Westlake Street Machine Fall Follies Car Show	Sep 11-12	Laurie, MO	573-374-9500
10th Annual Lake Area Fall Festival	Sep 11	Osage Beach, MO	573-302-2000 ext.290

Here's six ways you can make a difference and keep Lake of the Ozarks healthy and vibrant

The Lake of the Ozarks is one of the cleanest lakes in the Midwest. It is tested on a regular basis to ensure that its water quality is not only safe for the people using it, but also healthy and vibrant for the fish and plant life that live in the lake.

Please help us keep the lake healthy by following some simple guidelines when enjoying life in and around the water:

1 Please leave it like you found it. It sounds simple, but the best way you can help keep the lake clean is by picking up after yourself. Clean up after yourself so the next person can enjoy the lake as much as you did.

2 Keep it in the boat! There are plenty of places to dump your trash and wastewater – the lake should never be one of them.

3 Landscape your home with conservation in mind. Use native plants that need less maintenance and help hold soil in place (decreases erosion). Use chemicals on your lawn that are environmentally friendly and never dump your lawn clippings in the lake.

4 Be a pooper-scooper! Storm water carries pet waste and other pollutants into waterways.

5 If you have a septic system, properly maintain it. Faulty septic systems can pollute local ground water. You should pump it out every three to five years.

6 Get involved. All of us have a role in improving water quality. Encourage local officials to plan with the lake in mind. Get involved in a local organization. *Brochures detailing quality water at Lake of the Ozarks can be picked up at several locations around the lake area.*

Jun 24, 2010. *Lakenewsonline.com*

Home Help: Improve your home's beauty, functionality with these tips

How To: Improve your home's beauty and resale value

In a tough housing market, homeowners want to improve their home's beauty and functionality while adding resale value. Here are some tips for problem areas that could benefit from the latest home solutions:

- 1. Timeless decks with natural looks.** If your deck has stains and is in an environment that breeds mold and mildew, maybe it's time to look at some new options on the market. PVC technology is low-maintenance and resistant to stains and damage.
- 2. Lattice entertain you.** Outdoor planters and window boxes with detailed lattice work and scrolled designs are a great way to beautify the outside of your home. Beautifully crafted window boxes are charming accents to your home and bring color right outside your window. Adding architectural details also makes your home stand out in the neighborhood.
- 3. Stay pumped, go green.** Following one of the wettest winters on record in many areas of the country, keeping your home safe from damaging floodwaters is critical. A sump pump can offer maximum protection, save energy and is very easy to install. Pick one that features backup battery pumps and alarms for extra protection in case of power outages. Investment in a reliable sump pump and battery backup system is minor compared to the damage water can do to valuables, family heirlooms and your home's resale value.
- 4. Repair cracks to prevent future damage.** A small crack in your driveway or cement steps can become a crater, due to harsh weather and temperature changes. Crumbling concrete or cracked driveways can detract from curb appeal and reduce resale value. If properly sealed with the right caulk product, your outdoor masonry or blacktop areas can be repaired without continuing to deteriorate. You can also seal off energy leaks and keep out damaging moisture, indoors and out, such as around windows, receptacles and under the door step. -- *ARA*

Home-Selling Tip: How to stage your bathroom

In addition to making sure your bathroom is spotless, consider these easy tips: Clear off the countertops, put medications out of sight, and find another place for the plunger and reading material. -- *energizedseller.com*

Did You Know ... Homebuyers who had a contract in place but were unable to close by the June 30 federal tax credit deadline now have an additional three months. Jul 14, 2010. Gatehouse NewsService.

Ask Dog Lady: Real estate agent wants to show home without dog

Dear Dog Lady,

We have just put our two-bedroom condominium, our first home, up for sale and are moving to a house in the country. We have done a lot of work, installed new appliances in the kitchen and hired a real estate stager to fix up our condo even more by moving around the furniture and artwork.

The stager insists we put away all our personal effects so potential new owners can see themselves living in the place. But we refuse to put away our Shih Tzu, Thumbelina.

Our condo is the only home Thumbby has ever known and she's very content hanging out in the kitchen where she has her water bowl and a few toys and can stretch out on the cool tiles on hot days. The last thing we want to do is put her somewhere else.

But the real estate agent insists Thumbby leave when potential buyers are in the house. My husband and I both work away from the home so it's hard for us to race back and move her whenever the agent wants to show the house. Any advice for us? -- *Beth*

Jul 16, 2010. Monica Collins, Gatehouse NewsService. **Columnist Monica Collins,**
www.askdoglady.com

Dear Beth,

How badly do you want to sell the condominium?

If there's no real pressure to seal the deal soon, you can afford to keep Thumbelina (obviously Thumbby for short) in the house and hope dog-friendly buyers show up and offer cash. But if you want a contract, say, before autumn, you'll be waiting when the snow flies by continuing to keep the dog in the condo during showings.

The real estate agent is hamstrung by Thumbby because not everybody thinks a dog chilling in the kitchen is cute. Even Dog Lady would be put off by this lack of business sense. Keeping Thumbby on premises is inhumane all the way around. Imagine an eager seeker of a two-bedroom condominium who's anxious to see your place and has a deep fear of dogs. Granted, Thumbby is small and cute; however, the dog should not be interacting with any of these strangers without your supervision.

Hire a dog walker you trust who's available on short notice. The walker can take your Shih Tzu out when real estate agents and their clients are planning to visit and return Thumbby to her digs when they're gone.