



[\(/storyimage/UL/20150402/NEWS02/150409725/AR/0/AR-150409725.jpg?q=100\)](/storyimage/UL/20150402/NEWS02/150409725/AR/0/AR-150409725.jpg?q=100)

The Bluegill Lodge, the first of four luxury condominium buildings Southworth has planned for its Lake Winnepesaukee community. (COURTESY)

## Realtors say inventory, value are better now for Lakes Region condos

By **DAN SEUFERT**

**Union Leader Correspondent**

MEREDITH — The announcement of new luxury condominium buildings on Lake Winnepesaukee in the half-million-dollar sale price range is typical of what the Lakes Region is offering to home buyers, especially buyers of vacation homes: more inventory at better prices, including lots of inventory in home communities, local realtors say.

“People are finding very good values around the lakes, and there’s a tremendous inventory of homes here, where there is a lack of inventory in other places like the Seacoast at the moment,” said Frank Roche of the Roche Realty Group in Meredith and Laconia.

Last month, Meredith Bay, a Southworth Development Community, announced the unveiling of three new model units in the Bluegill Lodge, the first of four luxury condominium buildings Southworth has planned for its Lake Winnepesaukee community, said Southworth spokesperson Pam Shapiro.

The Bluegill Lodge features 23 luxurious condominium units on four floors ranging from 1,400 to more than 2,000 square feet. The two- and three-bedroom single-floor units feature open concept kitchen, dining and living areas, fireplaces and hardwood floors.

Lodge condominium units start in the mid-\$400,000s and the community is accepting reservations now with units slated for delivery this month.

The Lodge is typical of the offerings the Lakes Region is featuring, said Chris Roche, son of Frank Roche and also a realtor at Roche Realty Group.

"The majority of vacation home buyers however will be looking at products in communities, like (Laconia's) South Down Shores and Long Bay Association on Lake Winnepesaukee, where you have prices that range from \$120,000 to \$800,000," Chris Roche said.

The numbers show that real estate sales in the area are holding steady over the past few years, though the average listing price has dropped significantly, he said.

In 2014, there were 129 realty sales on Lake Winnepesaukee at an average sales price of \$1,074,350. The average listing price was \$1,182,886.

In the first three months of 2015, there were 19 sales on Winnepesaukee, at an average sales price of \$843,789. The average listing price was \$898,878.

In the first three months of 2014, there were 20 sales at an average sales price of \$974,658.

Frank Roche said the Lakes Region continues to offer great deals, especially for the baby boomer generation.

"We're finding these homes are being sought by people who have had the big house somewhere, who have had the family life but are looking for something a little smaller in a nice place, or to use as a secondary home," he said.

There is still a large inventory of higher-end homes that have not sold as quickly because of the economic conditions of the past eight years.

"Based on historic sales unit volume, it will take some time to absorb the amount of inventory on Lake Winnepesaukee above the \$2,000,000 price range," Chris Roche said. "For sales below \$2,000,000 however, there is a very strong market and the absorption period (is moving) forward to healthy market conditions."

For more information about the Lodges at Meredith Bay or the Bluegill Lodge visit [www.meredithbaynh.com](http://www.meredithbaynh.com) or call (888) 559-4141 or (603) 524-4141.

dseufert@newstote.com

---

**Sponsored From Around the Web**