



***We Sell Lake Keowee***  
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April 12, 2013

**1st Quarter Comparison 2013 vs. 2012**

Warm weather finally and many more buyers returning after several visits having decided to make Lake Keowee their new home. It has been exciting to see this level of interest after several years of a sluggish real estate market. So, let's get right into the 1st Quarter 2013 results compared to 2012.

**LAKE KEOWEE HOMES - 1ST QTR 2013 VS 2012:**

This table is for ALL homes classified as Lake Keowee on our Multiple Listing Service and is broken down between interior and water front homes closed during the first quarter compared to the same period last year. Below that are the homes that are "pending" closing and current inventory levels. The numbers are encouraging. We still need more buyers to absorb the current inventory levels. Many of the buyers are anxiously tracking new homes that are coming on the market. Remember the scope of the Lake Keowee market for residences: from an \$60k Captains Walk condo to a multi-million dollar home. Also, go to the end of the newsletter to see homes that have closed since April 1, 2013 and all of the pending home sales as of April 13, 2013.

<b>Lake Keowee Homes: 1st Qtr 2013 vs 2012; Pending Sales &amp; Active</b>						
Time	Count	Ave Sold Price	Ave List Price	% Variance	Ave. DOM	Bank Own
Int. Homes Closed 1st Qtr. 3-31-13:	18	320,068	346,228	92.4%	238	3
Int. Homes Closed 1st Qtr. 3-31-12:	22	212,049	242,777	87.3%	235	3
Difference: 2013 vs 2012	-4	108,019	103,451	5.1%	3	0
WF Homes Closed 1st Qtr. 3-31-13:	21	678,238	773,519	87.7%	172	2
WF Homes Closed 1st Qtr. 3-31-12:	25	614,340	725,452	84.6%	321	3
Difference: 2013 vs 2012	-4	63,898	48,067	3.1%	-149	-1
Total Homes Closed 1st. Qtr. 3-31-13:	39	512,929	576,308	89.0%	201	5
Total Homes Closed 1st. Qtr. 3-31-12:	47	426,034	499,519	85.3%	280	6
Difference: 2013 vs 2012	-8	86,895	76,789	3.7%	-79	-1
<b>ALL PENDING &amp; ACTIVE:</b>						
Int Pending Homes @ 03-31-13:	26	NA	287,834	NA	204	5
WF Pending Homes @ 03-31-13:	17	NA	725,335	NA	279	1
Total Pending Homes @ 03-31-13:	43	NA	460,800	NA	234	6
Int Active Homes @ 03-31-13:	212	NA	368,633	NA	258	9
WF Active Homes @ 03-31-13:	231	NA	887,229	NA	203	9
Total Active Homes @ 03-31-13:	443	NA	639,052	NA	229	18

<b>Keowee Key Homes Closed 1st Qtr 2013 vs 2012; Pending Sales &amp; Active</b>						
Tim	Count	Ave Sold Price	Ave List Price	% Variance	Ave. DOM	Bank Own
KK Int Homes Sold 1st Qtr 2013:	9	205,533	221,178	92.9%	341	4
KK Int Homes Sold 1st Qtr 2012:	15	170,372	200,387	85.0%	252	2
Difference: 2013 vs 2012	-6	35,162	20,791	7.9%	89	2
KK WF Homes Sold 1st Qtr. 2013:	1	540,000	559,000	96.6%	231	0
KK WF Homes Sold 1st Qtr. 2012:	7	525,714	576,771	91.1%	510	0
Difference: 2013 vs 2012	-6	14,286	-17,771	5.5%	-279	0
KK Total Homes Sold 1st Qtr 2013:	10	238,980	254,960	93.7%	329	4
KK Total Homes Sold 1st Qtr 2012:	22	283,435	320,145	88.5%	334	2
Difference: 2013 vs 2012	-12	-44,455	-65,185	5.2%	-5	2

<b>KEOWEE KEY PENDING &amp; INVENTORY LEVELS:</b>	Count	Ave Sold Price	Ave List Price	% Variance	Ave. DOM	Bank Own
KK Int Homes Pending@ 04-08-13:	14	NA	200,156	NA	208	4
KK WF Homes Pending@ 04-08-13:	4	NA	463,225	NA	305	4
KK Total Homes Pending @ 4-08-13:	18	NA	258,616	NA	246	2
KK Int Homes Homes Available 4-08-13:	108	N	228,883	NA	263	1
KK WF Homes Homes Available 4-08-13:	45	NA	616,204	NA	256	1
KK Total Homes Available @ 4-01-13:	153	NA	342,801	NA	261	2

<b>Cliffs &amp; Reserve: 1st Qtr 2013 vs 2012; Pending Sales &amp; Active</b>						
Status	Count	Ave Sold Price	Ave List Price	% Variance	Ave. DOM	Bank Own
Int. Homes Closed 1st Qtr. 3-31-13:	3	701,667	754,667	93.0%	155	0
Int. Homes Closed 1st Qtr. 3-31-12:	1	340,000	345,000	98.6%	305	2
Difference: 2013 vs 2012	2	361,667	409,667	-5.6%	-150	-2
WF Homes Closed 1st Qtr. 3-31-13:	4	1,471,250	1,814,125	81.1%	172	0
WF Homes Closed 1st Qtr. 3-31-12:	5	946,000	1,273,600	74.3%	343	2
Difference: 2013 vs 2012	-1	525,250	540,525	6.8%	-171	-2
Total Homes Closed 1st. Qtr. 3-31-13:	7	1,141,429	1,360,071	83.9%	209	0
Total Homes Closed 1st. Qtr. 3-31-12:	6	845,000	1,118,833	75.5%	336	4
Difference: 2013 vs 2012	1	296,429	241,238	8.4%	-127	-4
<b>CLIFFS/RESERVE PENDING &amp; ACTIVE:</b>						
Int. Homes Pending @ 3-31-13:	2	NA	573,500	NA	200	0
WF Homes Pending @ 3-31-13:	3	NA	1,563,333	NA	328	0
Total Homes Pending @ 3-31-13:	5	NA	1,167,400	NA	277	0
Int. Homes Available @ 3-31-13:	48	NA	781,550	NA	245	8
WF Homes Available @ 3-31-13:	42	NA	1,818,438	NA	189	4
Total Homes Available @ 3-31-13:	90	NA	1,265,431	NA	219	12

**LAKE KEOWEE LOT SALES:** Below are comparisons for all lots in the various communities, followed by Keowee Key and the Cliffs/Reserve communities combined. Lot choices are abundant. The Cliffs/Reserve communities have the most foreclosures.

<b>Lake Keowee Lots Closed YTD 03-31-13 vs 03-31-12; Pending Sales &amp; Active</b>						
Status	Count	Ave Sold Price	Ave List Price	% Variance	Ave. DOM	Bank Own
Int Lots Sold YTD @ 03-31-13:	13	31,846	40,962	77.7%	313	5
Int Lots Sold YTD @ 03-31-12:	10	80,988	93,870	86.3%	204	4
Difference: 2013 vs.2012:	3	-49,142	-52,908	-8.5%	109	1
WF Lots Sold YTD @ 03-31-13:	28	245,477	289,000	84.9%	241	7
WF Lots Sold YTD @ 03-31-12:	16	253,853	311,075	81.6%	194	6
Difference: 2013 vs.2012:	12	-8,376	-22,075	3.3%	47	1
Total Lots Sold YTD @ 03-31-13:	41	177,740	210,354	84.5%	263	12
Total Lots Sold YTD @ 03-31-12:	26	187,367	227,535	82.3%	198	10
Difference: 2013 vs.2012:	15	-9,626	-17,181	2.1%	65	2
<b>ALL LOTS PENDING &amp; ACTIVE:</b>						
Int Lots Pending:	15	NA	23,380	NA	79	1
WF Lots Pending:	6	NA	712,317	NA	163	0
Total Lots Pending:	21	NA	220,219	NA	92	1
Interior Lots Available @ 04-06-13:	425	NA	84,465	NA	353	87
WF Lots Available @ 04-06-13:	431	NA	358,327	NA	289	54
Total Lots Available @ 04-06-13:	856	NA	222,356	NA	321	141

<b>Keowee Key Lots Closed YTD 03-31-13 vs 03-31-12; Pending Sales &amp; Active</b>						
Status	Count	Ave Sold Price	Ave List Price	% Variance	Ave. DOM	Bank Own
Int Lots Sold YTD @ 03-31-13:	3	9,667	15,663	61.7%	219	1
Int Lots Sold YTD @ 03-31-12:	2	8,000	17,500	45.7%	327	0
Difference: 2013 vs.2012:	1	1,667	-1,837	0	-108	1
WF Lots Sold YTD @ 03-31-13:	0	0	0	0.0%	0	0
WF Lots Sold YTD @ 03-31-12:	1	158,000	195,000	81.0%	141	0
Difference: 2013 vs.2012:	-1	-158,000	-195,000	-1	-141	0
Total Lots Sold YTD @ 03-31-13:	3	9,667	15,663	61.7%	219	1
Total Lots Sold YTD @ 03-31-12:	3	58,000	76,667	75.7%	265	0
Difference: 2013 vs.2012:	0	-48,333	-61,004	-14.0%	-265	1
<b>KEOWEE KEY LOTS PENDING &amp; AVAILABLE:</b>						
Int Lots Pending @ 03-31-13:	1	NA	13,900	NA	41	0
Int Available @ 04-06-13:	81	NA	22,321	NA	390	0
WF Available @ 04-06-13:	14	NA	140,636	NA	442	0
Total Lots Available @ 04-06-13:	95	NA	39,757	NA	337	0

<b>Cliffs-Reserve Lots 1st Qtr. 03-31-13 vs 03-31-12; Pending Sales &amp; Active</b>						
Status	Count	Ave Sold Price	Ave List Price	% Variance	Ave. DOM	Bank Own
Int Lots Sold YTD @ 03-31-13:	4	28,875	36,075	80.0%	405	4
Int Lots Sold YTD @ 03-31-12:	6	113,479	128,983	88.0%	163	4
Difference: 2013 vs.2012:	-2	-84,604	-92,908	-7.9%	242	0
WF Lots Sold YTD @ 03-31-13:	8	458,844	536,238	85.6%	254	2
WF Lots Sold YTD @ 03-31-12:	7	373,700	457,971	81.6%	218	2
Difference: 2013 vs.2012:	1	85,144	78,267	4.0%	36	0
Total Lots Sold YTD @ 03-31-13:	12	315,521	369,517	85.4%	304	6
Total Lots Sold YTD @ 03-31-12:	13	253,598	306,130	82.8%	193	6
Difference: 2013 vs.2012:	-1	61,923	63,387	2.5%	111	0
<b>CLIFFS/RESERVE LOTS PENDING &amp; AVAILABLE:</b>						
Int Lots Pending @ 03-31-13:	1	NA	66,000	NA	13	0
WF Lots Pending @ 03-13-13:	3	NA	588,000	NA	55	0
Total Lots Pending @ 04-06-13:	4	NA	457,500	NA	45	6
Int Lots Available @ 04-06-13:	187	NA	127,629	NA	244	60
WF Lots Available @ 04-06-13:	153	NA	519,994	NA	223	23
Total Lots Available @ 04-06-13:	343	NA	301,533	NA	233	83

**SUMMARY:** Since we are two weeks into April, below are the last two weeks of homes activity. If you are house hunting, check and see if any of your homes on your short list are now under contract pending closing:

<b>HOMES CLOSED AND PENDING CHANGES BETWEEN APRIL 1 - APRIL 12, 2013</b>									
Status	Lake Front	Address	Subdivision	Sold Price	Asking Price	% Variance	Days On Market	Closing Date	Bank Own
Sold	Int	300-1 Captains Walk Circle	KEOWEE	57,000	64,995	87.7%	7	4/4/2013	No
Sold	Int	113 Beacon Ridge Circle	KEOWEE HAR	160,011	149,900	106.7%	8	4/9/2013	Yes
Sold	Int	324 Blue Water Way	STONELEDGE	126,000	171,900	73.3%	195	4/10/2013	Yes
Sold	Int	104 Baltusrol Court	RESERVEKEO	470,000	499,000	94.2%	70	4/1/2013	No
Sold	WF	1215 Cane Creek Dr	KEOWEESUB	593,000	625,000	94.9%	228	4/3/2013	No
Sold	WF	21 Windlass Court	KEOWEE	750,000	799,000	93.9%	467	4/8/2013	No

<b>PENDING HOME SALES AT 04-12-13:</b>			Subdivision	Sold Price	Asking Price	% Variance	Days On Market	Closing Date	Bank Own
UC	Int	300-4 Captains Walk Villa	KEOWEE		69,900		239	4/11/2013	No
CC	Int	12 Anchorage Lane	KEOWEE		134,900		60		Yes
BC	Int	5 Amidship Ct	KEOWEE		175,000		71		No
BC	Int	426 Long Reach Drive	KEOWEE		179,000		189		No
BC	Int	208 South Reach Lane	KEOWEE		179,000		323		No
UC	Int	7 Pine Garden Way	KEOWEE		190,000		142	5/16/2013	Yes
CC	Int	7 Narrows Ct	KEOWEE		196,500		42		Yes
UC	Int	7 Keepers Lantern	KEOWEE		199,000		366	3/28/2013	No
BC	Int	71 Starboard Tack	KEOWEE		199,900		966		No
BC	Int	243 Marina Dr.	KEOWEE		210,000		94		No
CC	Int	6 Lookout Lane	KEOWEE		229,000		273		No
BC	Int	215 Serenity Bay Drive	SERENITYBA		249,900		137		Yes
CC	Int	23419 Creekridge Court 1400 Keowee Lakeshore Drive	WHITEHRBR KEOWEESUB		250,000 269,900		96 87		No
UC	Int	316 Amethyst Way	EMERALD PT		287,000		106	4/14/2013	No
CC	Int	4 Rum Row Court	KEOWEE		309,000		88		No
BC	Int	12 Smooth Sailor Ct	KEOWEE		319,990		146		No
BC	Int	17 Fair Wind Dr	KEOWEE		325,000		207		No
CC	Int	203 HIGH POINT CT.	SWEETWATER		325,000		955		No
BC	Int	112 Maplewood Court	WATERSIDE		349,999		93		No
UC	Int	107 Beacon Ridge Circle	KEOWEE HAR		399,900		364	4/15/2013	No
CC	Int	123 Grand Summit Drive	THE SUMMIT		429,900		87		No
BC	Int	2557 Sugar Valley Road	KEOWEE SHO		450,000		184		No
UC	Int	107 Dove Tree Trail	CLIFFS@VIN		469,000		325	5/30/2013	Yes
UC	Int	209 S Summit Drive	THE SUMMIT		475,000		113	4/1/2013	No
UC	Int	101 Laurel Pond Way	RESERVEKEO		489,900		301	6/30/2013	No
BC	Int	105 Sawyer Lane	KEOWEE MTN		495,000		169		No
CC	Int	204 Amenity Way	WATER.POIN		540,000		603		No
UC	Int	124 Guest House Court	RESERVEKEO		648,000		301	5/17/2013	No
BC	WF	1230 Melton Road	BACKWATER		225,000		98		No
UC	WF	27 Mizzen Lane	KEOWEE		379,000		431	4/11/2013	No
UC	WF	1521 Red Oak Court	KEOWEESUB		389,000		42	4/22/2013	Yes
UC	WF	948 Gap Hill Road	OTHER		395,000		252	3/28/2013	No
BC	WF	10 Delta Court	PORT SANT		409,000		319		No
BC	WF	1529 West Little River Drive	KEOWEESUB		475,000		193		No
CC	WF	8 Rum Row	KEOWEE		475,000		78		No
UC	WF	130 Briar Ct	HARBORPLUS		479,900		178	4/30/2013	No
BC	WF	8 Slack Tide	KEOWEE		499,000		388		No
CC	WF	5 Safe Haven Court	KEOWEE		499,900		340		No
BC	WF	10004 Clovis Drive	CLOVIS PT		519,900		15		No
BC	WF	4 Heritage Point	NORMANDYSH		549,000		57		No
BC	WF	226 Serenity Bay	SERENITYBA		549,900		83		No
BC	WF	15031 Danube Circle	SAXONY		597,000		189		No
BC	WF	10075 Maughan Trail	KEOWEEHAVE		739,000		44		No
BC	WF	6 Bluebird Ct	WHITE OAKS		779,000		448		No
BC	WF	752 Navigators Point	BEACON SHO		875,000		162		No
CC	WF	324 Fernwood Drive	KEOWEE BAY		949,000		95		No
CC	WF	806 Treehaven Court	WATER.POIN		950,000		1121		No
BC	WF	103 Wynmere Way	EASTSHORES		1,150,000		344		No
CC	WF	206 Passion Flower Way	CLIFFS@VIN		1,299,999		361		No
UC	WF	310 Wind Flower Drive	CLIFFS@VIN		1,595,000		498	5/22/2013	No
UC	WF	220 Governor Glen Drive	RESERVEKEO		1,795,000		161	4/30/2013	No
UC	WF	112 Elderberry Way	CLIFFS@VIN		1,890,000		30	5/10/2013	No
UC	WF	117 E Fort George Way	RESERVEKEO		2,490,000		184	5/17/2013	No

I apologize in advance for any errors that slipped through. The data is voluminous when sorting by the various developments. The Excel spreadsheets that accompany the Email version are too large to send so I have condensed versions for all of the lots: there are just too many of them, especially in the Cliffs-Reserve communities and I found that I had to confine myself to summary detail.

Our email version has Excel spreadsheets with the YTD results compared to the same period last year for sales closed by March 31, 2013. These provide you with the addresses for all sold and pending homes and lots for this period. You may filter by SUBDIVISION if you would like by clicking on the down arrow on the Excel spreadsheet. Select the subdivision you want to view and all of the sold, pending and available properties display. Click on the arrow to select ALL and you revert back to all of the properties. Each Excel workbook has a sheet for "Detail for All", "Keowee Key", and "The Cliffs and Reserve" plus the Summary, which is reproduced in the actual newsletter.

**Not all homes can be both your vacation house and an income producer, so ask us to show you them.** Always ask for the covenants!

We are looking forward to a very exciting selling season and hope we will be able to work with you!

Sincerely,

**Patti & Gary Cason**

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