



We Sell Lake Keowee.com
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LAKE KEOWEE PROPERTIES YTD SALES 11-30-13 vs 11-30-12

A little bit of a cold spell did not keep people from boating over the Thanksgiving weekend. Yes, it was cooler than normal, but it was still like being on an extended vacation. A slice of paradise even as winter approaches. By the way, winter is a great time to be looking for property. You can really see the view and the lay of the land, especially when purchasing a lot.

LAKE KEOWEE HOMES- TOTAL: UP YTD @ 11-30-13 VS 11-30-12 BY 11.2%

INTERIOR HOME SALES: ALL COMMUNITIES: Up by 36 units and 45%; average sales price up by 17.08%

WATERFRONT HOME SALES: ALL COMMUNITIES: Down by -12 units and -9.8%; average sales price up by 6.42%.

TOTAL LAKE KEOWEE HOMES: ALL COMMUNITIES: All together, unit volume is up 24 homes and sold prices stable!

Patti & Gary - LAKE KEOWEE HOMES SOLD YTD 11-30-13 vs 11-30-12:									
Status	Sold Price	Asking Price	% Variance	Ave. D.O.M.	Ave Sold Price	Ave List Price	Count	Bank Own	
Int Homes Closed YTD 11-30-13:	34,548,172	37,442,283	92.3%	201	297,829	322,778	116	17	
Int Homes Closed YTD 11-30-12:	20,351,175	22,253,000	91.5%	222	254,390	278,163	80	9	
Difference:	14,196,997	15,189,283	0.8%	-21	43,439	44,615	36	8	
WF Homes Closed YTD 11-30-13:	81,865,481	90,132,298	90.8%	203	671,029	738,789	122	11	
WF Homes Closed YTD 11-30-12:	84,490,726	95,393,199	88.6%	239	630,528	711,890	134	15	
Difference:	-2,625,245	-5,260,901	2.3%	-36	40,501	26,899	-12	-4	
Total Homes Closed YTD 11-30-13:	116,413,653	127,574,581	91.3%	201	489,133	536,028	238	28	
Total Homes Closed YTD 11-30-12:	104,841,901	117,646,199	89.1%	233	489,915	549,749	214	24	
Difference:	11,571,752	9,928,382	2.1%	-32	-782	-13,721	24	4	

KEOWEE KEY HOME SALES: Representing over 42% of the *total* interior home sales in the Lake Keowee market, Keowee Key demonstrates the exceptional values available in this gated, waterfront community that has the most complete amenity package currently available on Lake Keowee with the addition of the pickle ball courts just over one year ago and the additional new tennis courts just opened. The average sales price of the interior homes is also up just under 6.6%. Waterfront homes in Keowee Key are up 3 units over last year and the average closing price has also increased by a tad under 6.09%. **Patti & Gary sold just over 34% of the Keowee Key total sales volume year-to-date.**

Patti & Gary - KEOWEE KEY HOMES YTD 11-30-13 vs 11-30-12; Sold									
YTD SOLD COMPARISON:	Total Sold Price	Total Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own	
Keowee Key Int YTD @ 11-30-13:	10,384,250	11,236,284	92.4%	227	211,923	229,312	49	7	
Keowee Key Int YTD @ 11-30-12:	8,357,175	9,250,000	90.3%	232	194,353	215,116	43	6	
Difference	2,027,075	1,986,284	2.1%	-5	17,570	14,196	6	1	
Keowee Key WF YTD @ 11-30-13:	14,241,700	15,635,600	91.1%	269	547,758	601,369	26	1	
Keowee Key WF YTD @ 11-30-12:	11,875,275	12,892,100	92.1%	302	516,316	560,526	23	0	
Difference	2,366,425	2,743,500	-1.0%	-33	31,442	40,843	3	1	
Keowee Key Total YTD @ 11-30-13:	24,625,950	26,871,884	91.6%	241	328,346	358,292	75	8	
Keowee Key Total YTD @ 11-30-12:	20,232,450	22,142,100	91.4%	256	306,552	335,486	66	6	
Difference	4,393,500	4,729,784	0.3%	-15	21,794	22,806	9	2	

THE CLIFFS COMMUNITIES HOMES: Total homes sales in the five Cliffs Communities through 11-30-13 totaled 29 with an average sales price that is down over last year by -\$84,485 per house or -10.76%. The units closed are up by 5 or 20.83% (up from 24 units last year). One reason that The Cliffs' have shown strength is the foreclosures that sold are twice as high as last year. Most of these were interior homes.

THE CLIFFS HOMES SOLD YTD 11-30-13 vs 11-30-12								
Status	Sold Price	Asking Price	% Variance	Ave. D.O.M.	Ave Sold Price	Ave List Price	Count	Bank Own
Int Homes Closed YTD 11-30-13:	9,103,400	10,188,800	89.3%	282	504,744	566,044	18	8
Int Homes Closed YTD 11-30-12:	4,862,000	5,300,900	91.7%	243	540,222	588,989	9	1
Difference:	4,241,400	4,887,900	-2.4%	39	-35,478	-22,945	9	7
WF Homes Closed YTD 11-30-13:	13,656,000	15,660,499	87.2%	203	1,241,455	1,423,682	11	2
WF Homes Closed YTD 11-30-12:	16,001,000	18,885,900	84.7%	281	1,066,733	1,259,060	15	4
Difference:	-2,345,000	-3,225,401	2.5%	-78	174,722	164,622	-4	-2
Total Homes Closed YTD 11-30-13:	22,759,400	25,849,299	88.0%	267	784,807	891,355	29	10
Total Homes Closed YTD 11-30-12:	20,863,000	24,186,800	86.3%	267	869,292	1,007,783	24	5
Difference:	1,896,400	1,662,499	1.8%	0	-84,485	-116,428	5	5

THE RESERVE ON LAKE KEOWEE HOMES: The Reserve community YTD sales are much improved. Although not experiencing the foreclosure rate that impacted The Cliffs' Communities, the improvement year over year is impressive:

THE RESERVE HOMES SOLD YTD 11-30-13 vs 11-30-12:										
Status	Subdivision	Address	Sold Price	Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own
Int Homes Closed YTD 11-30-13:			4,351,800	4,443,800	97.9%	239	543,975	555,475	8	1
Int Homes Closed YTD 11-30-12:			0	0	0.0%	0	0	0	0	0
Difference:			4,351,800	4,443,800	97.9%	239	543,975	555,475	8	1
WF Homes Closed YTD 11-30-13:			8,895,000	10,278,000	86.5%	278	1,779,000	2,055,600	5	0
WF Homes Closed YTD 11-30-12:			5,714,000	7,188,000	79.5%	302	1,142,800	1,437,600	5	2
Difference:			3,181,000	3,090,000	7.1%	-24	636,200	618,000	0	-2
Total Homes Closed YTD 11-30-13:			13,246,800	14,721,800	90.0%	254	1,018,985	1,132,446	13	1
Total Homes Closed YTD 11-30-12:			5,714,000	7,188,000	79.5%	302	1,142,800	1,437,600	5	2
Difference:			7,532,800	7,533,800	10.5%	-48	-123,815	-305,154	8	-1

This table reflects the current pending list of homes at November 30, 2013 and the active inventory levels, by category:

TOTAL LAKE KEOWEE HOMES PENDING AND ACTIVE @ 11-30-13:								
Status	Sold Price	Asking Price	% Variance	Ave. D.O.M.	Ave Sold Price	Ave List Price	Count	Bank Own
Int Homes Pending @ 11-30-13:	NA	6,262,300	NA	280	NA	329,595	19	1
WF Pending Homes @ 11-30-13:	NA	13,956,600	NA	281	NA	734,558	19	0
Total Homes Pending YTD 11-30-13:	NA	20,218,900	NA	280.5	NA	532,076	38	1
Interior Homes Active @ 11-30-13:	NA	79,878,594	NA	258	NA	373,264	214	8
WF Homes Active @ 11-30-13:	NA	209,465,014	NA	256	NA	960,849	218	3
Total Homes Active @ 11-30-13:	NA	289,343,608	NA	256	NA	669,777	432	11

LAKE KEOWEE LOTS -YTD @ 11-30-13 vs 11-30-12: The foreclosures weigh heavily on the numbers. 2013 foreclosures on lots were much higher than last year; 27 more foreclosures closed this year-to-date. The interior lots, which newsletter readers will remember include 4 lots closed in The Cliffs Vineyards at \$1,100; Keowee Mountain had 4 lots closed at \$5,000; a total of 18 lots closed for under \$11,000 in various, desirable communities, total units closed jumped by +26%. Going forward, we think these low priced lots are finished. Lots are starting to sell. Our lot listed for \$499,000 in Waterside Crossing is under contract. We believe that the lower average selling price in the table below will go up as these foreclosures continue to dwindle. The water front lots are interesting, too, with 10 more lots closing and an increase of 8 foreclosures.

Lake Keowee Lots SOLD YTD 11-30-13 vs 11-30-12									
Status	Sold Price	Asking Price	% Variance	Ave. D.O.M.	Ave Sold Price	Ave List Price	Count	Bank Own	
Int Lots Sold YTD @ 11-30-13:	2,478,000	3,023,750	82.0%	210	39,968	48,770	62	31	
Int Lots Sold YTD @ 11-30-12:	3,427,929	4,154,398	82.5%	179	69,958	84,784	49	12	
Difference:	-949,929	-1,130,648	-0.6%	31	-29,990	-36,014	13	19	
WF Lots Sold YTD @ 11-30-13:	30,645,650	36,258,685	84.5%	227	266,484	315,293	115	31	
WF Lots Sold YTD @ 11-30-12:	28,085,525	32,996,597	85.1%	237	267,481	314,253	105	23	
Difference:	2,560,125	3,262,088	-0.6%	-10	-997	1,040	10	8	
Total Lots Sold YTD @ 11-30-13:	33,123,650	39,282,435	84.3%	221	187,139	221,935	177	62	
Total Lots Sold YTD @ 11-30-12:	31,513,454	37,150,995	84.8%	218	204,633	241,240	154	35	
Difference:	1,610,196	2,131,440	-0.5%	3	-17,494	-19,305	23	27	

KEOWEE KEY LOTS: Seven interior lots closed through 11-30-13. Still waiting for the water front lots to start selling again.

THE CLIFFS COMMUNITIES LOTS: The interior lot sales in The Cliffs drove down prices this year as noted above with some low sales prices. Of the 21 interior lots closed this year, 16 were foreclosures. The average sales price for these was \$51,138. Twenty three water front lots closed this year, 10 were foreclosures with an average sales price of \$345,300.

THE RESERVE @LAKE KEOWEE LOTS: Seven interior lots closed year-to-date; 4 were foreclosures and the average sales price was \$47,814. Twenty water front lots closed; 6 of these were foreclosures and the average sales price was \$438,637.

PENDING LOT CLOSINGS & ACTIVE LOT LISTINGS @ 12-10-2013: The Excel sheets attached to the email version of the newsletter will allow you to see each address in every subdivision:

Lake Keowee Lots Pending & Active @ 12-10-13:									
Status	Sold Price	Asking Price	% Variance	Ave. D.O.M.	Ave Sold Price	Ave List Price	Count	Bank Own	
Int Lots Pending Closing @ 12-10-13:	NA	328,900	NA	290	NA	164,450	2	1	
WF Lots Pending Closing @ 12-10-13:	NA	10,494,700	NA	324	NA	437,279	24	4	
Total Lots Pending Closing @ 12-10-13:	NA	10,823,600	NA	614	NA	416,292	26	5	
Int Lots Available @ 12-10-13:	NA	29,210,015	NA	377	NA	77,480	377	69	
WF Lots Active @ 12-10-13:	NA	146,764,148	NA	418	NA	351,110	418	40	
Total Lots Active @ 12-10-13:	NA	175,974,163	NA	350	NA	221,351	795	109	

SUMMARY:

Lake Keowee is definitely experiencing an increase in units closed for both homes and lots. There is an entirely new group of buyers that were not in the market back when The Cliffs Communities, The Reserve at Lake Keowee, and the Crescent Communities conducted their massive marketing campaigns. It is up to the communities, the current residents, and the realtors to promote our beautiful area so that others not familiar with this glorious mountain and lake paradise will want to buy here.

Our email version Excel spreadsheets 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 The Reserve" plus the Summary, which is reproduced in the actual newsletter. I apologize if there are any errors! The data is downloaded from the MLS.

We want to work for you and with you so give us a call. Our personal website is www.WeSellKeowee.com. We are right here!

Sincerely,

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