



We Sell Lake Keowee.com
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3rd Qtr. Comparison 09-30-13 vs 09-30-12

You cannot imagine how beautiful Lake Keowee is in the fall. The sun glistens off the water and absolutely sparkles. The entire month of September through today has been utterly spectacular. With temperatures in the high 80's this past weekend, my neighbors went swimming! Our newest clients that purchased their homes last week in Waterford, Keowee Lakeshore Subdivision, and Harbor Plus all went boating and swimming. It is especially easy when the boat is included!. How great is that?

LAKE KEOWEE HOMES: YTD 09-30-13 vs 09-30-12: INTERIOR HOME SALES SURGE!

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 YTD 09-30-13 compared to the same period last year. Below that are the homes that are "pending" closing and current, active inventory levels.

INTERIOR HOME SALES FOR ALL COMMUNITIES are up approximately **40.6%** year-over-year. The average sales price has increased just over 19.3% compared to last year. **WATERFRONT HOME SALES FOR ALL COMMUNITIES** are down by 12 units and 12%, yet there is an increase in the average sales price year over year of approximately 8.3%. The average closing price has increased. With fewer buyers this year, the price that a home can be purchased at is extremely motivating. There is a list price that is going to attract many of our active buyers. These buyers have been looking at the area over a period of time and wish to buy; they are basically "in waiting" until the price is so compelling they take action by making an offer.

ALL HOMES YTD 09-30-13 vs 09-30-12; Sold, Pending Sales & Active									
Status	Sold Price	Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own	
Int Homes Closed YTD @ 09-30-13:	28,603,172	31,000,283	92.3%	198	294,878	319,591	97	15	
Int Homes Closed YTD @ 09-30-12:	17,053,175	18,678,600	91.3%	229	247,147	270,704	69	9	
Difference:	11,549,997	12,321,683	1.0%	-31	47,731	48,887	28	6	
WF Homes YTD Closed @ 09-30-13:	64,729,915	71,307,198	90.8%	191	674,270	742,783	96	8	
WF Homes YTD Closed @ 09-30-12:	67,222,326	76,090,399	88.3%	250	622,429	704,540	108	10	
Difference:	-2,492,411	-4,783,201	2.4%	-59	51,841	38,243	-12	-2	
Total Homes YTD Closed @ 09-30-13:	93,333,087	102,307,481	91.2%	196	483,591	530,091	193	23	
Total Homes YTD Closed @ 09-30-12:	84,275,501	94,768,999	88.9%	241	476,133	535,418	177	19	
Difference:	9,057,586	7,538,482	2.3%	-45	7,458	-5,327	16	4	
BELOW: ALL Pending and Active Homes:									
Int Homes Pending @ 10-02-13:	NA	6,121,000	NA	272	NA	340,056	18	0	
WF Homes Pending @ 10-02-13:	NA	21,807,000	NA	235	NA	807,667	27	3	
Total Homes Pending @ 10-02-13:	NA	27,928,000	NA	240	NA	620,622	45	3	
Int. Homes Active @ 10-03-13:	NA	87,429,495	NA	226	NA	386,856	226	9	
WF Homes Active @ 10-03-13:	NA	216,206,658	NA	234	NA	920,028	235	2	
Total Homes Active @ 10-03-13:	NA	303,636,153	NA	230	NA	658,647	461	11	

KEOWEE KEY HOME SALES: Representing approximately **31.0%** of the total homes sold through 09-30-13 for the Lake Keowee market (60 total homes out of 193), Keowee Key continues to show improvement in the average sales price in both the interior and water front homes categories. Keowee Key leads the way in interior home sales with over **42%** of the total market. The Keowee Key waterfront average homes sale price is \$124,796 lower than the rest of the lake, but this is an improvement over our last newsletter dated 08-15-13. The sale of 14 Point North at \$1,400,000 has pulled the average water front home price up nicely. It is the highest priced home to close in Keowee Key since 2008. The water front homes sold in Keowee Key represents 19.8% of the Lake Keowee market.

KEOWEE KEY HOMES YTD 09-30-13 vs 09-30-12; Sold, Pending Sales & Active								
Status	Sold Price	Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own
Int KK Homes Closed YTD @ 09-30-13:	8,319,250	9,029,485	92.1%	236	202,909	220,231	41	7
Int KK Homes Closed YTD @ 09-30-12:	7,458,175	8,302,100	89.8%	240	196,268	218,476	38	6
Difference:	861,075	727,385	2.3%	-4	6,641	1,755	3	1
WF KK Homes Closed YTD @ 09-30-13:	10,440,000	11,475,600	91.0%	206	549,474	603,979	19	0
WF KK Homes Closed YTD @ 09-30-12:	9,392,775	10,197,200	92.1%	312	494,357	536,695	19	0
Difference:	1,047,225	1,278,400	-1.1%	-106	55,117	67,284	0	0
BELOW: KK Pending and Active Homes:								
Int KK Homes Pending @ 09-30-13:	NA	2,719,700		305	NA	302,189	9	0
WF KK Homes Pending @ 10-02-13:	NA	3,767,000		192	NA	753,400	5	0
Total KK Homes Pending @ 10-02-13:	NA	6,486,700		253	NA	463,336	14	0
Int KK Homes Active @ 10-02-13:	NA	27,897,800		239	NA	242,590	115	1
WF KK Homes Active @ 10-02-13:	NA	25,305,494		328	NA	588,500	43	0
Total KK Homes Active @ 10-02-13:	NA	53,203,294		262	NA	336,730	158	1

THE CLIFFS COMMUNITIES: Total homes sales in the five Cliffs Communities through 09-30-13 totaled 23 with an average selling price of \$761,017, an average list price of \$870,887 and sold at 12.6% discount (87.4% of asking price), and an average number of days on the market of 248 days. The Cliffs Communities represent approximately 11.9% of our market to date in 2013. The interior homes lead the water front homes by a margin of 5 homes. Overall, total home sales in The Cliffs communities increased by 43.75% over last year.

THE CLIFFS HOMES YTD 09-30-13 vs 09-30-12; Sold, Pending Sales & Active								
Status	Sold Price	Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own
Int CLIFFS Homes Closed YTD@ 09-30-13:	7,347,400	8,314,900	88.4%	275	524,814	593,921	14	7
Int CLIFFS Homes Closed YTD@ 09-30-12:	3,343,000	3,602,900	92.8%	215	557,167	600,483	6	1
Difference:	4,004,400	4,712,000	-4.4%	60	-32,352	-6,562	8	6
WF CLIFFS Homes Closed YTD@ 09-30-13:	10,156,000	11,715,499	86.7%	208	1,128,444	1,301,722	9	2
WF CLIFFS Homes Closed YTD@ 09-30-12:	10,266,000	12,353,000	83.1%	323	1,026,600	1,235,300	10	2
Difference:	-110,000	-637,501	3.6%	-115	101,844	66,422	-1	0
Total CLIFFS Homes YTD Closed@ 09-30-13:	17,503,400	20,030,399	87.4%	248	761,017	870,887	23	9
Total CLIFFS Homes YTD Closed@ 09-30-12:	13,609,000	15,955,900	85.3%	283	850,563	997,244	16	3
Difference:	3,894,400	4,074,499	2.1%	-35	-89,545	-126,357	7	6

THE RESERVE ON LAKE KEOWEE HOMES: The Reserve community has enjoyed a marvelous resurgence. The table below indicates a whopping 400% increase in home sales year over year. The Reserve on Lake Keowee represents approximately 6.2% of our Lake Keowee market year-to- date.

THE RESERVE HOMES YTD 09-30-13 vs 09-30-12; Sold, Pending Sales & Active								
Status	Sold Price	Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own
Int RESERVE Homes Closed YTD @ 09-30-13:	3,842,800	3,894,800	98.7%	238	548,971	556,400	7	2
Int RESERVE Homes Closed YTD @ 09-30-12:	NA	NA	NA	NA	NA	NA	NA	NA
Difference:	3,842,800	3,894,800	98.7%	238	548,971	556,400	7	2
WF RESERVE Homes YTD Closed @ 09-30-13:	8,895,000	10,278,000	86.5%	278	1,779,000	2,055,600	5	0
WF RESERVE Homes YTD Closed @ 09-30-12:	4,114,000	5,289,000	77.8%	250			3	1
Difference:	4,781,000	4,989,000	8.8%	28	1,779,000	2,055,600	2	-1
Total RESERVE Homes YTD Closed@ 09-30-13:	12,737,800	14,172,800	89.9%	254	1,061,483	1,181,067	12	0
Total RESERVE Homes YTD Closed @ 09-30-12:	4,114,000	5,289,000	77.8%	250	1,371,333	1,763,000	3	1
Difference:	8,623,800	8,883,800	12.1%	4	-309,850	-581,933	9	-1

LAKE KEOWEE LOTS -YTD: INTERIOR LOT PRICES SUFFER DUE TO THE CLIFFS COMMUNITIES.

This first table reflects ALL communities on Lake Keowee and it is the only table with the year-to-date differences. The additional tables will help you see the number of lots per the large golf and water front communities:

Lake Keowee Lots Closed YTD 09-30-13 vs 09-30-12; Pending Sales & Active								
Status	Sold Price	Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own
Interior Lots Closed YTD @ 09-30-13:	1,969,200	2,396,250	82.2%	226	36,467	44,375	54	27
Interior Lots Closed YTD @ 09-30-12:	2,574,929	3,073,699	83.8%	148	73,569	87,820	35	8
Difference:	-605,729	-677,449	-1.6%	78	-37,103	-43,445	19	19
WF Lots Closed YTD @ 09-30-13:	25,215,250	29,828,100	84.5%	236	268,247	317,320	94	21
WF Lots Closed YTD @ 09-30-12:	22,503,525	26,340,797	85.4%	229	267,899	313,581	84	19
Difference:	2,711,725	3,487,303	-0.9%	7	348	3,739	10	2
Total Lots Closed YTD @ 09-30-13:	27,184,450	32,224,350	84.4%	232	183,679	217,732	148	48
Total Lots Closed YTD @ 09-30-12:	25,078,454	29,414,496	85.3%	205	210,743	247,181	119	27
Difference:	2,105,996	2,809,854	-0.9%	27	-27,065	-29,449	29	21
BELOW ARE PENDING AND ACTIVE LOTS:								
WF Lots Pending @ 10-05-13:	NA	303,300	NA	306	NA	50,550	6	3
WF Lots Pending @ 10-05-13:	NA	9,821,685	NA	276	NA	446,440	22	7
Total Lots Pending @ 10-05-13:	NA	10,124,985	NA	790	NA	361,607	28	10
Interior Lots Active @ 10-05-13:	NA	33,149,680	NA	396	NA	82,257	403	83
WF Lots Active @ 10-05-13:	NA	166,096,696	NA	311	NA	358,740	463	42
Total Lots Active @ 10-05-13:	NA	199,246,376	NA	351	NA	230,077	866	125

KEOWEE KEY: Six interior lots closed through 09-30-13 and all but one were full amenity lots, which was a foreclosure. There is one lot that is pending closing, which is also an interior, full amenity lot. No water front lots have closed in Keowee Key since January 2012. However, there are excellent choices available in the water front category. Additionally, there is an amazing selection of interior lots for sale.

KEOWEE KEY Lots Closed YTD 09-30-13 vs 09-30-12; Pending Sales & Active								
Status	Sold Price	Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own
Int KK Lots Closed YTD @ 09-30-13:	62,400	86,800	71.9%	134	10,400	14,467	6	1
Int KK Lot Pending @ 10-05-13:	NA	22,500	NA	38	NA	22,500	1	0
Int. Lots Available @ 10-05-13:	NA	1,753,467	NA	436	NA	25,413	69	0
WF Lots Available @ 10-05-13:	NA	2,062,200	NA	337	NA	158,631	13	0
Total KK Lots Available @ 10-05-13:	NA	3,815,667	NA	420	NA	46,533	82	0

THE CLIFFS COMMUNITIES: The interior lot sales in The Cliffs have driven down prices this year. This was due to four interior lots selling for \$1,100 each; one for \$5,000 and another for \$8,000. Of the 18 water front lots closed this year, 8 were foreclosures.

THE CLIFFS Lots Closed YTD 09-30-13 vs 09-30-12; Pending Sales & Active								
Status	Sold Price	Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own
Int Cliffs Lots YTD Closed @ 09-30-13:	798,900	1,000,150	79.9%	262	4,361	55,564	18	14
WF Cliffs Lots YTD Closed @ 09-30-13:	5,847,000	7,218,600	81.0%	133	324,833	401,033	18	8
Total Cliffs Lots YTD Closed @ 09-30-13:	6,645,900	8,218,750	80.9%	197	184,608	228,299	36	22
Int Cliffs Lots Pending @ 10-05-13:	NA	213,900	NA	233	NA	106,950	2	1
WF Cliffs Lots Pending @ 10-05-13:	NA	2,199,585	NA	192	NA	549,896	4	8
Cliffs Total Lots Pending @ 09-30-13:	NA	2,413,485	NA	206	NA	402,248	6	8
Int Cliffs Lots Active @ 10-05-13:	NA	14,645,466	NA	382	NA	142,189	103	37
Int Cliffs Lots Active @ 10-05-13:	NA	70,371,997	NA	284	NA	576,820	122	14
Cliffs Total Lots Active @ 10-05-13:	NA	85,017,463	NA	329	NA	377,855	225	51

The Reserve@ Lake Keowee Lot Sales YTD:

The Reserve @ Lake Keowee Lots Closed YTD 09-30-13 vs 09-30-12; Pending Sales & Active									
Status	Sold Price	Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own	
Int Reserve Lots YTD Closed @ 09-30-13:	138,900	148,200	93.7%	478	34,725	37,050	4	3	
WF Reserve Lots YTD Closed @ 09-30-13:	7,368,250	8,431,300	87.4%	225	460,516	526,956	16	2	
Total Reserve Lots YTD Closed @ 09-30-13:	7,507,150	8,579,500	87.5%	275	375,358	428,975	20	5	
Total Reserve lots Pending @ 10-05-13:	NA	459,700	NA	474	NA	NA	153,233	3	
Int Reserve Active lots @ 10-05-13:	NA	4,759,399	NA	264	NA	103,465	46	15	
WF Reserve Active lots @ 10-05-13:	NA	22,094,800	NA	233	NA	433,231	51	4	
Total Reserve Active lots @ 10-05-13:	NA	26,854,199	NA	247	NA	276,847	97	19	

SUMMARY:

Lake Keowee is a beautiful and vibrant lake in a beautiful and vibrant community. The choices for buyers are exceptional. You will have the privilege of selecting a home or lot that you will enjoy with your family and friends for years to come. The prices are at levels that may not remain for much longer. The foreclosures are disappearing, especially in the market for homes.

I apologize in advance for any errors that slipped through. The data is voluminous when sorting by the various developments. There are Excel spreadsheets that accompany the Email version and they are large so you may have trouble opening them.

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.

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

Sincerely,

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