



Patti & Gary Cason Team
Keller-Williams Real Estate
www.WeSellKeowee.com
864-903-1234 or 864-903-0312
 Certified Luxury Home Specialists and Global Properties' Specialist

October 12, 2015

Hello from Lake Keowee! We are very fortunate to be located in the foothills of the Blue Ridge Mountain range in upstate South Carolina. We received a few calls from folks considering our area as their new home inquiring about the recent flooding that has impacted our fellow neighbors in central and southern South Carolina. We were the recipients of some very beneficial rain fall, but we were spared flooding. We have an area that seems to be by-passed by many of the weather patterns that plague other regions.

This fall has been wonderful for our residents. Temperatures have been in the 70's and low 80's and Clemson University's football program has produced some real excitement for us. This area provides so much opportunity to enjoy daily living and yet we are under an hour away from the great city of Greenville, SC.

So, what is going on in the Lake Keowee housing market? Are we enjoying the vibrancy that we hear about in the news? Take a look at this summary of water front and interior homes closed year-to-date through September 30, 2015 compared to last year.

| SUMMARY - Homes Sold YTD 09-30-2015 to 9-30-2014 Comparison | | | | | | | | | |
|---|----------------------|------------------------|---------------------------|-------------|----------------|----------------|-----------|-----------|--|
| Status | Total Sold Price Vol | Total Asking Price Vol | Sold Price % of Ask Price | Ave. D.O.M. | Ave Sale Price | Ave. Ask Price | Count | Bank Own | |
| All Keowee WF Homes Sold YTD 09-30-2015: | 90,312,530 | 98,602,779 | 91.6% | 149 | 684,186 | 746,991 | 132 | 1 | |
| All Keowee WF Homes Sold YTD 09-30-2014: | 81,302,272 | 88,422,317 | 91.9% | 175 | 645,256 | 701,764 | 126 | 7 | |
| Difference: | 9,010,258 | 10,180,462 | -0.3% | -26 | 38,930 | 45,227 | 6 | -6 | |
| Keowee Key WF Homes Sold YTD 09-30-2015: | 11,824,500 | 12,843,600 | 92.1% | 218 | 514,109 | 558,417 | 23 | 1 | |
| Keowee Key WF Homes Sold YTD 09-30-2014: | 12,767,300 | 13,867,500 | 92.1% | 255 | 510,692 | 554,700 | 25 | 1 | |
| Difference: | -942,800 | -1,023,900 | 0.0% | -37 | 3,417 | 3,717 | -2 | 0 | |
| Cliffs & Reserve WF Homes Sold YTD 09-30-2015: | 24,339,000 | 27,440,000 | 88.7% | 178 | 1,622,600 | 1,829,333 | 15 | 0 | |
| Cliffs & Reserve WF Homes Sold YTD 09-30-2014: | 24,596,000 | 27,539,400 | 89.3% | 271 | 1,294,526 | 1,449,442 | 19 | 4 | |
| Difference: | -257,000 | -99,400 | -0.6% | -93 | 328,074 | 379,891 | -4 | -4 | |
| All Keowee Int Homes Sold YTD 09-30-2015: | 32,685,744 | 34,517,918 | 94.7% | 193 | 255,357 | 269,671 | 128 | 13 | |
| All Keowee Int Homes Sold YTD 09-30-2014: | 26,504,268 | 28,269,899 | 93.8% | 206 | 259,846 | 277,156 | 102 | 13 | |
| Difference: | 6,181,476 | 6,248,019 | 0.9% | -13 | -4,489 | -7,485 | 26 | 0 | |
| Keowee Key Int Homes Sold YTD 09-30-2015: | 13,584,600 | 14,447,700 | 94.0% | 200 | 202,755 | 215,637 | 67 | 6 | |
| Keowee Key Int Homes Sold YTD 09-30-2014: | 11,979,000 | 12,944,700 | 92.5% | 204 | 217,800 | 235,358 | 55 | 5 | |
| Difference: | 1,605,600 | 1,503,000 | 1.5% | -4 | -15,045 | -19,721 | 12 | 1 | |
| Cliffs & Reserve Int Homes Sold YTD 09-30-2015: | 4,922,000 | 5,183,250 | 95.0% | 419 | 615,250 | 647,906 | 8 | 2 | |
| Cliffs & Reserve Int Homes Sold YTD 09-30-2014: | 6,439,530 | 6,714,800 | 95.9% | 341 | 585,412 | 610,436 | 11 | 4 | |
| Difference: | -1,517,530 | -1,531,550 | -0.9% | 78 | 29,838 | 37,470 | -3 | -2 | |

LAKE KEOWEE WATER FRONT HOME SALES YTD @ 09-30-15: Total Unit Sales are 132 water front homes. This is an increase of over 4.76% in homes sold and 6% increase in average sales price.

Keowee Key: 17.42% of the total units closed this year-to-date of all water front homes closed; average sales price per home up \$3,417/unit; unit volume is down about 8% over last year or 2 units. **Bottom line:** little change over all; flat.

Cliffs Communities & The Reserve @ Lake Keowee: These six communities, which five are Cliffs' communities, accounted for just over 11% of total closed water front homes; the average unit price is up over 25% on the units closed, but volume is down by 4 homes (-21%), and foreclosures down by 4 homes. **Bottom line:** prices up, home sales down and the foreclosures disappeared in the water front homes category.

LAKE KEOWEE INTERIOR HOME SALES YTD @ 09-30-15: Total Unit Sales are 128 interior homes. Total homes closed volume up over 25%, but prices down about (1.75%).

- **Keowee Key:** 67 interior homes closed through 9/30/2015, which is 52% of the total interior units closed; average sales price per home is down (\$15,045) or (- 7.44%) ; unit volume is up about 22% over last year or 12 units. **Bottom line:** the average interior home sold price is \$202,755 and this is attractive to many home buyers.
- **Cliffs Communities & The Reserve @ Lake Keowee:** These six communities, which five are Cliffs' communities, accounted for just over 6% of total closed interior homes; the average sold price is up about 5.1% on the units closed, but volume is down by 3 homes and foreclosures down by 2 homes. **Bottom line:** prices up, home sales down.

LAKE KEOWEE LOTS CLOSED BY CATEGORY 9-30-2015 VS 09-30-2014:

This table is a summary of both water front and interior lots that have closed year-to-date at 09-30-2015 and compares it to the 9-30-2014 period. These are multiple listing sales. These do not reflect the developer sales that have taken place over the spring, summer, and fall in various large developments such as Peninsula Pointe and Sunrise Pointe, which were "one day sales". Several of the lots that were purchased are now coming back on the market for sale.

This snapshot of the market is reflective of nine months of sales activity for listed properties. Overall, the water front lot average sales price has declined, yet twenty more lots closed year-to-date. The interior lots are up both in price as well as volume.

Keowee Key community has 11 water front and 44 interior lots listed for sale at 10-12-2015. Four water front and 6 interior lots closed at 09-30-2015. None were under contract pending closing.

The Cliffs' Communities & The Reserve @ Lake Keowee have combined water front lot sales of 46 closed lots at 09-30-2015; 8 lots pending and 164 lots for sale as of 10-12-2015. The Cliffs' Communities & The Reserve @ Lake Keowee have closed 18 interiors through 09-30-2015; 2 pending and 167 lots for sale.

| All Lake Keowee WF LOTS Sold, Pending & Active YTD 09-30-2015 Comparison | | | | | | | | |
|--|----------------------|------------------------|----------------------|-------------|-----------------|----------------|-------|----------|
| Status | Total Sold Price Vol | Total Asking Price Vol | Sold | | Ave. Sale Price | Ave. Ask Price | Count | Bank Own |
| | | | Price % of Ask Price | Ave. D.O.M. | | | | |
| All Keowee WF LOTS Sold YTD 09-30-2015: | 34,145,850 | 38,084,100 | 89.7% | 265 | 264,697 | 295,226 | 129 | 24 |
| All Keowee WF LOTS Sold YTD 09-30-2014: | 31,297,300 | 35,797,600 | 87.4% | 223 | 287,131 | 328,418 | 109 | 19 |
| Difference: | 2,848,550 | 2,286,500 | 2.3% | 42 | -22,434 | -33,192 | 20 | 5 |
| All Keowee Interior LOTS Sold YTD 09-30-2015: | 4,304,993 | 5,050,372 | 85.2% | 413 | 64,254 | 75,379 | 67 | 19 |
| All Keowee Interior LOTS Sold YTD 09-30-2014: | 2,521,059 | 3,216,600 | 78.4% | 304 | 45,837 | 58,484 | 55 | 15 |
| Difference: | 1,783,934 | 1,833,772 | 6.8% | 109 | 18,417 | 16,895 | 12 | 4 |

WHY WE CARE ABOUT YOU: we care because informed buyers and sellers make better decisions. That is the reason for compiling data such as this for over the past ten years.

EXCEL SPREAD SHEETS: Our email edition of the newsletter is packed with Excel spread sheets. Our EXCEL spreadsheets enable the user to “**filter**” by subdivision. Just click on the arrow above the SUBDIVISION column and then scroll down until you find the subdivision you want. Click on the subdivision name and you will see all of its year-to-date activity: closed, under contract, and currently available at the time of the newsletter. To go back to seeing all of the properties, scroll back to “ALL” and click on that to return to view all of the lots and/ or homes. We want to make it easy for folks to utilize their own search parameters.

We thank you for your emails, calls, and referrals. We have many people who enjoy receiving this newsletter. If you like this type of information, please visit our website at www.WeSellKeowee.com and see what our beautiful area has to offer. We would be honored if you would pass on our newsletter. This is not intended to be a solicitation! We would appreciate if you would inform us if you detect any unintentional errors! All data is sourced from the Western Upstate MLS.

Sincerely,

Patti & Gary Cason Team

KELLER WILLIAMS LAKE KEOWEE OFFICE, SENECA, SC

www.WeSellKeowee.com

email: wesellkeowee@gmail.com

Patti Cason (864) 903-1234

Gary Cason (864) 903-0312

Renee Baxter - Buyer Specialist (864)710-4645

David Vandeputte - Buyer Specialist (864) 508-1717