



We Sell Lake Keowee
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It is time to ditch the cold weather climates and move to Lake Keowee! As summer approaches and the water in Lake Keowee warms up, the swimmers, boaters, jet skiers, and water enthusiasts are out in full force. Exactly what are you waiting for? Can you imagine spending another winter similar to the last one? Not if we can help you! Below are the year-to-date results for homes and lots, both interior and water front properties.

Year-to-date Housing Sales: May 31, 2014 compared to May 31, 2013:

- **Interior Homes:** 44 closed, down (8) from last year; 2 foreclosures compared to last year's 10; average sales price down by(\$50,419) per unit to \$240,546 from \$290,965.
- Keowee Key had 28 of the interior homes closed or 63.6% of the total. The average sales price for a Keowee Key interior homes was \$213,171. This is \$28,474/unit higher than last year's \$184,698.
- The Reserve @ Lake Keowee has no interior homes closed yet, but 2 homes are pending. The Cliffs Communities had 3 interior homes closed and 1 home pending. The remaining 13 homes are in various neighborhoods.
- **Water front homes:** 50 closed this year compared to 52 last year; 5 were foreclosures compared to last year's 4; of those foreclosures, 2 were in The Cliffs Vineyards and 1 in The Reserve. The average sales price increased to \$716,280 from \$714,813, up \$1,467. Some of this is slight timing difference.
- Keowee Key had 11 of the 50 water front homes, or 22% that sold for an average \$541,818, which is up an average of \$10,461/house.
- The Cliffs Communities closed 7 homes vs. 6 year over year; average sales price up considerably even though there were 2 foreclosures this year and none last year; 14.5% of the water front market. The average home sales price was \$1,467,071.
- The Reserve@Lake Keowee closed 4 water front homes both periods; the average sales price dropped in the Reserve to \$1,010,000 from \$1,757,500 last year. No foreclosures during either year-to-date period and represented 8.3% of the water front sales.
- **TOTAL** Interior and water front homes' unit volume decreased by 10 units year over year. Little change in the YTD total water front homes. The biggest difference is in the interior homes' category due to the decrease in foreclosed homes' inventory.

Lake Keowee Homes: YTD 05-31-14 Comparison; Sold, Pending Sales & Active								
Status	Sold Price	Current List Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	#	Bank Own
WF HOMES CLOSED YTD @ 05-31-14:	35,814,000	39,877,700	89.8%	215	716,280	797,554	50	5
WF HOMES CLOSED YTD @ 05-31-13:	37,170,300	41,473,399	89.6%	186	714,813	797,565	52	4
Difference: 2014 vs 2013	-1,356,300	-1,595,699	0.2%	29	1,467	-11	-2	1
INTERIOR HOMES CLOSED YTD @ 05-31-14:	10,584,028	11,436,400	92.5%	201	240,546	259,918	44	2
INTERIOR HOMES CLOSED YTD @ 05-31-13:	15,130,183	16,390,584	92.3%	188	290,965	315,204	52	10
Difference: 2014 vs 2013	-4,546,155	-4,954,184	0.2%	13	-50,419	-55,285	-8	-8
TOTAL HOMES CLOSED YTD @ 05-31-14:	46,398,028	51,314,100	89.8%	207	493,596	545,895	94	7
TOTAL HOMES CLOSED YTD @ 05-31-13:	52,300,483	57,863,983	89.6%	187	502,889	556,384	104	14
Difference: 2014 vs 2013	-5,902,455	-6,549,883	0.2%	20	-9,293	-10,490	-10	-7

ACTIVE HOMES: There are 258 interior homes, average list price of \$359,511; 12 bank owned. There are 252 water front homes listed at an average list price of \$889,714 and none are bank owned. I had to double check that!

Lake Keowee Homes Pending Closing @ 5-30-2014							
Status	Lake Front	Subdivision	Address	Current List Price	Original List Price	Price Reduction during listing	Bank Own
Pending	Interior	KEOWEE	125-3 Captains Walk Circle	49,500	57,500	(8,000)	No
Pending	Interior	BACKWATER	#16 Melton Rd	69,000	79,000	(10,000)	No
Pending	Interior	BACKWATER	1230 Melton Rd, Unit 92	84,900	127,900	(43,000)	Yes
Pending	Interior	KEOWEE	34 Pine Garden Way	89,000	129,900	(40,900)	No
Pending	Interior	COVE INLET	209 Hughes Street	99,900	99,900	0	No
Pending	Interior	KEOWEE	6 First Mate Way	149,000	144,000	5,000	No
Pending	Interior	CRYSTALFAL	100 Crystal Falls Rd	159,900	159,900	0	No
Pending	Interior	INDIAN OAK	107 Indian Trail Road	174,900	189,000	(14,100)	No
Pending	Interior	RETREATCLE	101 West Lane	175,000	175,000	0	No
Pending	Interior	MILLBROOK	13017 Azalea Drive	187,000	187,000	0	No
Pending	Interior	INDIAN OAK	203 Indian Trail Road	220,500	229,900	(9,400)	No
Pending	Interior	KEOWEE	27 Blowing Fresh	249,000	259,900	(10,900)	No
Pending	Interior	KEOWEE	18 Golf Green	265,000	275,000	(10,000)	No
Pending	Interior	KEOWEE	15 Fair Wind Dr	299,000	329,000	(30,000)	No
Pending	Interior	KEOWEE	519 Long Reach	389,900	389,900	0	No
Pending	Interior	K FALLS N	405 Shimmering Water Lane	449,000	449,000	0	Yes
Pending	Interior	RESERVEKEO	109 Saranac Drive	619,500	649,000	(29,500)	No
Pending	Interior	RESERVEKEO	129 North Lawn Drive	1,200,000	1,550,000	(350,000)	No
Interior Homes Pending @ 05-31-14:			18 HOMES	4,930,000	5,480,800	(550,800)	2
Pending	WF	WATERS EDG	505 W Waters Edge Ct	99,000	115,000	(16,000)	No
Pending	WF	KEOWEE	136 E Blue Heron	229,000	275,000	(46,000)	No
Pending	WF	LORAN	902 LORAN POINTE CIRCLE	299,900	299,900	0	No
Pending	WF	STONELEDGE	436 Sunset Point Drive	300,000	300,000	0	No
Pending	WF	WATERS EDG	139 W Waters Edge Lane	350,000	350,000	0	No
Pending	WF	STONELEDGE	333 Blue Water Way	375,000	375,000	0	No
Pending	WF	KEOWEE BAY	202 Lakewood Pointe	399,900	495,000	(95,100)	No
Pending	WF	KEOWEE	4 Reef Court	410,000	425,000	(15,000)	No
Pending	WF	KEOWEE	56 Commodore	429,900	429,900	0	No
Pending	WF	CAPTAINSCO	14025 N Alan Drive	439,900	439,900	0	No
Pending	WF	LAKEW.ESTA	304 Shorecrest Drive	449,000	449,000	0	No
Pending	WF	INDIAN OAK	108 Chartwell Point Rd	469,000	469,000	0	No
Pending	WF	KEOWEE	21 First Mate Way	479,900	489,000	(9,100)	No
Pending	WF	PORT SANT	306 Apollo Drive	499,900	499,900	0	No
Pending	WF	KOKOMO	833 Hunnicutt Cove Rd	500,000	500,000	0	No
Pending	WF	SAXONY	15037 Danube Circle	529,000	549,500	(20,500)	No
Pending	WF	KNOXPNTE	343 Knox Campground Road	550,000	700,000	(150,000)	No
Pending	WF	WHITE OAKS	302 Hillandale Rd	570,000	595,000	(25,000)	No
Pending	WF	KEOWEE	15 Windlass Ct.	579,000	579,000	0	No
Pending	WF	KEOWEE	3 Lakeside Dr	585,000	585,000	0	No
Pending	WF		191 Jocassee Point Road	595,000	595,000	0	No
Pending	WF	LAKE SHORE	185 Summers Way	639,000	639,000	0	No
Pending	WF	SAXONY	12021 Lake Ridge Lane	639,000	639,000	0	No
Pending	WF	NO SUB	565 Ellenburg Road	650,000	650,000	0	No
Pending	WF	LAURELRDGE	811 Sailview Drive	685,000	685,000	0	No
Pending	WF	KEOWEE HAR	23 Eastern Point	699,900	800,000	(100,100)	No
Pending	WF	SHANGRILA	3020 Lake Keowee Lane	700,000	700,000	0	No
Pending	WF	CLIFFS@KEO	329 Trottingwolf Trail	769,000	769,000	0	No
Pending	WF	PINE RDG P	115 Pineridge Pointe Dr	769,000	769,000	0	No
Pending	WF	WATER.POIN	504 Walnut Cove Court	849,000	849,000	0	No
Pending	WF	SUNSET BAY	210 Sunset Ridge Drive	850,000	850,000	0	No
Pending	WF	KEOWEE	36 Quartermaster	965,000	965,000	0	No
Pending	WF	RESERVEKEO	128 Stillwater Court	1,399,000	1,549,000	(150,000)	Yes
Pending	WF	K FALLS N	688 Lake Breeze Lane	1,757,500	1,757,500	0	No
WF Homes Pending @ 05-31-14:			34 HOMES	20,509,800	21,136,600	(626,800)	1

The Lake Keowee Lot Market: This table below reflects year-to-date comparisons by category. Interestingly, the total lots closed are extremely close in average sales price and number of foreclosures.

Lake Keowee Lots YTD 05-31-14 vs 05-31-13; Sold, Pending Sales & Active								
Status	Sold Price	Current List Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	#	Bank Own
Interior Lots Closed YTD @ 05-31-14:	1,072,359	1,205,700	89%	285	56,440	63,458	19	8
Interior Lots Closed YTD @ 05-31-14:	946,400	1,128,600	84%	225	37,856	45,144	25	8
Difference: 2014 vs. 2013:	125,959	77,100	5%	60	18,584	18,314	-6	0
WF Lots Closed YTD @ 05-31-14:	14,115,100	16,055,700	88%	219	266,323	302,938	53	6
WF Lots Closed YTD @ 05-31-14:	14,818,850	18,042,100	82%	264	296,377	360,842	50	9
Difference: 2014 vs. 2013:	-703,750	-1,986,400	6%	-45	-30,054	-57,904	3	-3
TOTAL Lots Closed YTD @ 05-31-14:	15,187,459	17,261,400	88%	252	210,937	239,742	72	14
TOTAL Lots Closed YTD @ 05-31-14:	15,765,250	19,170,700	82%	251	210,203	255,609	75	17
Difference: 2014 vs. 2013:	-577,791	-1,909,300	6%	1	734	-15,868	-3	-3

Lake Keowee Lots Pending Closing @ 06-04-14:						
Status	Type	Subdivision	Address	Current List Price	Days On Market	Bank Own
Pending	Interior	KEOWEE MOUNTAIN	504 Scharlin Drive	8,000	64	Yes
Pending	Interior	KEOWEE MOUNTAIN	209 Cliffside Trail	35,000	113	No
Pending	Interior	BEACON SHORES	38 Lighthouse Court	49,000	365	No
Pending	Interior	BEACON SHORES	LOT 116 Beacon Shores	98,000	605	No
Interior Lots Pending @ 06-04-14:			4 Interior Lots	190,000	287	1
Pending	WF	THE RESERVE AT LAKE KEOWEE	190 Cool Water Way	129,000	307	No
Pending	WF	WELLINGTON PNTE	Lot 24 Magellan Dr.	139,000	777	No
Pending	WF	LAUREL RIDGE	Lot 4 Laurel Ridge	159,900	58	No
Pending	WF	CLEARVIEW SUBD	208 Bimini Drive	169,900	254	Yes
Pending	WF	LORAN POINTE	Lots 1&3 Loran Pointe Cir	175,000	225	Yes
Pending	WF	CLIFFS AT KEOWEE SPRINGS	131 Mirror Lake Way	239,900	152	Yes
Pending	WF	LAUREL RIDGE	Lot 31 Laurel Ridge	245,000	29	No
Pending	WF	LAUREL RIDGE	Lot 34 Laurel Ridge	249,000	58	No
Pending	WF	CLIFFS AT KEOWEE SPRINGS	135 Mirror Lake Way	249,900	147	Yes
Pending	WF	HARBOR OAKS	#28 Harbor Oaks	249,900	58	No
Pending	WF	POINTE HARBOR	Lot 13 Pointe Harbor			
Pending	WF	POINTE HARBOR	Phase 1	299,000	496	No
Pending	WF	CLIFFS AT KEOWEE SPRINGS	188 Hickory Springs Way	349,000	394	No
Pending	WF	THE RESERVE AT LAKE KEOWEE	129 Burwood Court	350,000	246	No
Pending	WF	CLIFFS AT KEOWEE SPRINGS	104 Candle Wood Trail	375,000	257	No
Pending	WF	CLIFFS AT KEOWEE SPRINGS	205 Lake Breeze Trail	395,000	714	No
Pending	WF	WATERSIDECROSSI	Lot 164 Waterside			
Pending	WF	WATERSIDECROSSI	Crossing	399,900	114	No
Pending	WF	CLIFFS AT KEOWEE SPRINGS	222 Creek Stone Court	439,000	607	No
Pending	WF	CLIFFS AT KEOWEE FALLS				
Pending	WF	SOUTH	649 Crystal Cove Trail	495,000	793	No
Pending	WF	CLIFFS AT KEOWEE SPRINGS	104 Mountain Shore Trail	649,000	551	No
Pending	WF	CLIFFS AT KEOWEE FALLS				
Pending	WF	SOUTH	318 Knollwood Drive	650,000	365	No
WF Lots Pending @ 06-04-14:			20 WF Lots	6,407,400	6,602	4

ACTIVE LOTS: There are 419 interior lots with an average list price of \$73,365; 74 are bank owned.
There are 423 water front lots with an average list price of \$362,088; 43 are bank owned.

NEXT MONTH: We will have our 2nd Quarter Comparison completed around July 10, 2014. In the mean time, help us find buyers for our wonderful properties by telling everyone you know about Lake Keowee in beautiful upstate South Carolina. Just a short drive from the Atlanta, Asheville, Greenville, Charlotte, and Columbia metropolitan areas. Beloved by Clemson alumni and current students. Beloved by the residents that live here and cherish this beautiful area of mountains, water, and state parks.

MARKETING! Please let us know if you here us on the talk radio station, 94.5 FM out of Greenville. It has 100,000 watts and reaches Asheville, Columbia, Charlotte and surrounding areas. Also look for our full page color ad for the Keller Williams Lake Keowee office in the Greenville Sunday Homefinder Lake Editions in mid June and July.

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!

Sincerely,

Patti & Gary Cason

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