



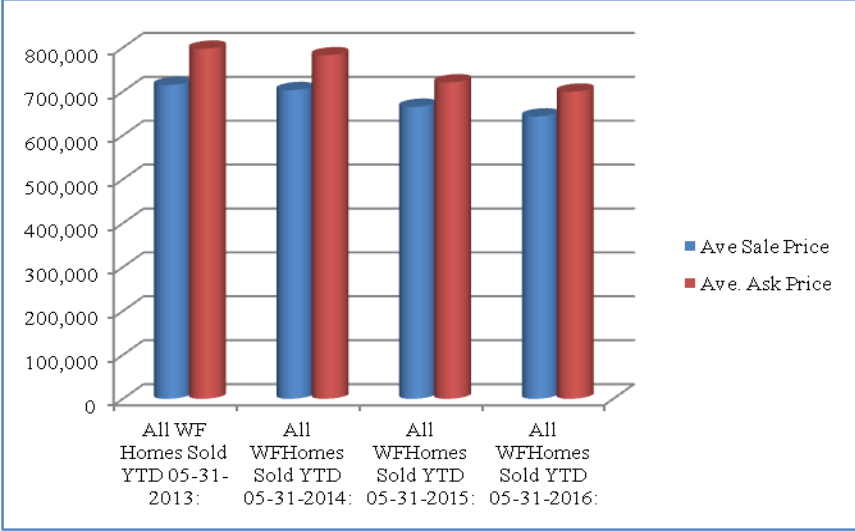
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 Certified Luxury Home Specialists and Global Properties' Specialist

June 7, 2016

Lots of things happening at beautiful Lake Keowee in gorgeous upstate South Carolina. What a great start to summer! Memorial Day was wonderful - thank you, Veterans, for all you have done to secure our freedom. And, in honor of our Veterans, Keowee Key is hosting their 8th annual "Honoring Their Service" event from Monday, June 20, through Thursday, June 23, 2016. You would not believe how this event has grown and spread over the years. The motorcycle escort topped 400 participants last year. This is quite an event for wonderful Veterans sponsored by wonderful people to honor them for their selfless service. Can't wait!

**WATER FRONT HOMES ON LAKE KEOWEE YTD MAY 31, 2016: spotting the trend**

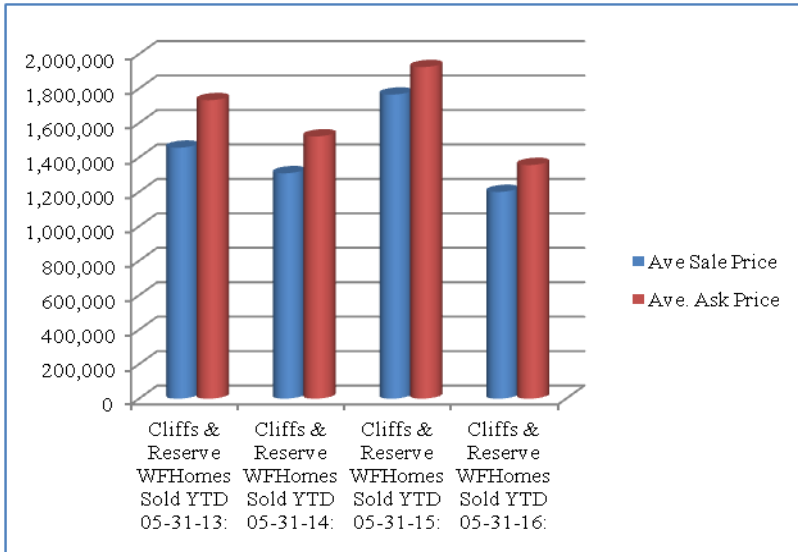
Lake Keowee WF Homes YTD 5-31 2013, 2014, 2015, 2016							
Status	Ave Sale Price	Ave. Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own	
All WF Homes Sold YTD 05-31-2013:	714,813	797,565	89.6%	186	52	4	
All WF Homes Sold YTD 05-31-2014:	703,231	782,744	89.8%	208	52	5	
All WF Homes Sold YTD 05-31-2015:	665,208	720,789	92.3%	157	62	0	
All WF Homes Sold YTD 05-31-2016:	643,128	699,660	91.9%	188	65	0	
All WF Homes Pending @ 06-02-16:	NA	728,117	NA	219	38	0	
All WF Homes Active @ 06-02-16:	NA	1,030,888	NA	178	215	3	



The table above and the graph to the left indicate no foreclosures for ytd 2015 and 2016. The number of homes closed was up by 3 homes and has grown from 52 in 2013 to 65 for this year.

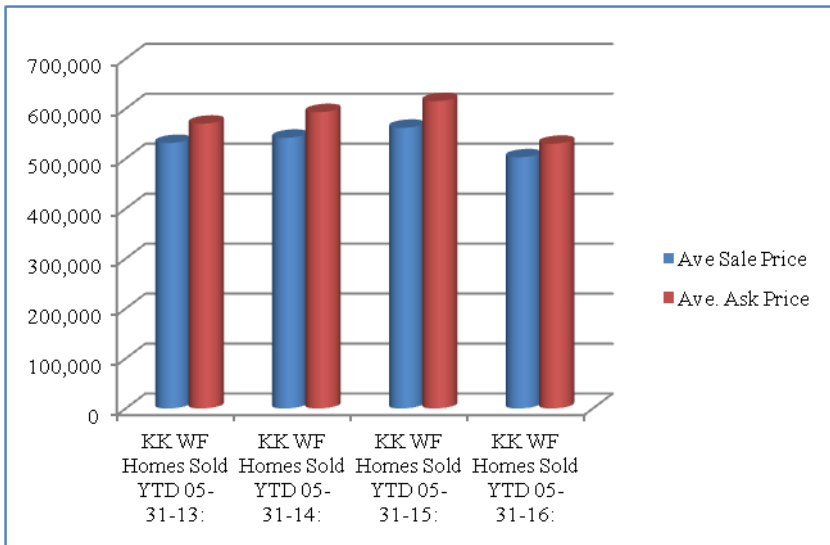
Average sales prices are not back to the highs of 2013 and here are some thoughts about that: 11 homes closed over \$1,000,000, or 16.9% of the 65 homes closed through 5/31/16. Only 2 of those were in The Cliffs & Reserve communities with 7 being in Crescent communities.

Cliffs & Reserve WF Homes YTD 5-31 2013, 2014, 2015, 2016							
Status	Ave Sale Price	Ave. Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own	
Cliffs & Reserve WF Homes Sold YTD 05-31-13:	1,457,000	1,732,650	84.1%	205	10	0	
Cliffs & Reserve WF Homes Sold YTD 05-31-14:	1,308,450	1,522,490	85.9%	250	10	3	
Cliffs & Reserve WF Homes Sold YTD 05-31-15:	1,765,000	1,924,800	91.7%	88	5	0	
Cliffs & Reserve WF Homes Sold YTD 05-31-16:	1,200,000	1,356,333	88.5%	248	3	0	
Cliffs & Reserve WF Homes Pending @ 06-02-16:	NA	1,265,200	NA	277	5	0	
Cliffs & Reserve WF Homes Active @ 06-02-16:	NA	1,901,845	NA	194	63	0	



These are the 4 Cliffs Communities: Cliffs Falls North, Falls South, Keowee Springs, and Cliffs' Vineyards combined with The Reserve @ Lake Keowee in this table and this graph. The unit sales closed have dropped ytd since 2014. With total sales in the first five months of this year, they represent approximately 4.6% of the total; the homes "Pending" closing are 13.15% in these communities and just over 29% of the total active listing inventory.

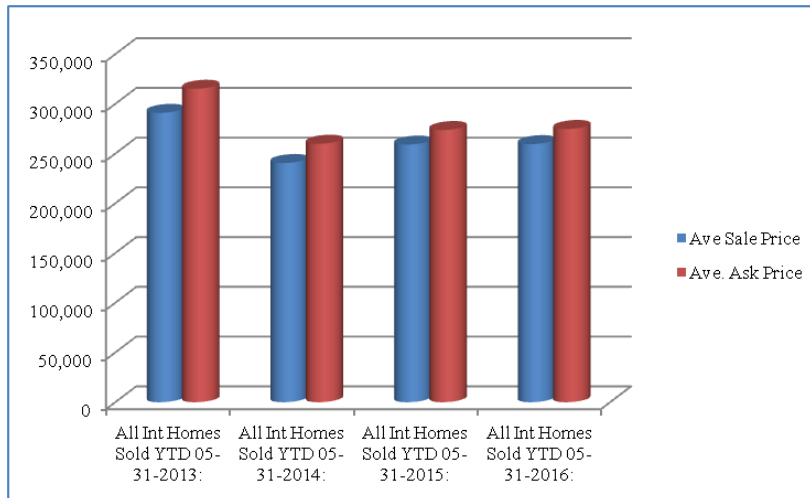
Status	Ave Sale Price	Ave. Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own
KK WF Homes Sold YTD 05-31-13:	531,357	569,986	93.2%	239	7	0
KK WF Homes Sold YTD 05-31-14:	541,818	593,200	91.3%	321	11	0
KK WF Homes Sold YTD 05-31-15:	561,833	615,158	91.3%	268	12	0
KK WF Homes Sold YTD 05-31-16:	502,774	529,923	94.9%	196	13	0
KK WF Homes Pending @ 06-02-16:	NA	365,400	NA	435	5	0
KK WF Homes Active @ 06-02-16:	NA	570,369	NA	200	32	1



Keowee Key, the gem that has graced the shorelines of Lake Keowee since the 1970s, increased in the number of homes closed over the past 4 years. Following the same trends as the entire Lake Keowee water front market as well as the micro market of The Cliffs & The Reserve as to final sales price, Keowee Key represents about 20% of the homes closed, about 13.15% of the "Pending" homes, and 14.88% of the active water front homes inventory.

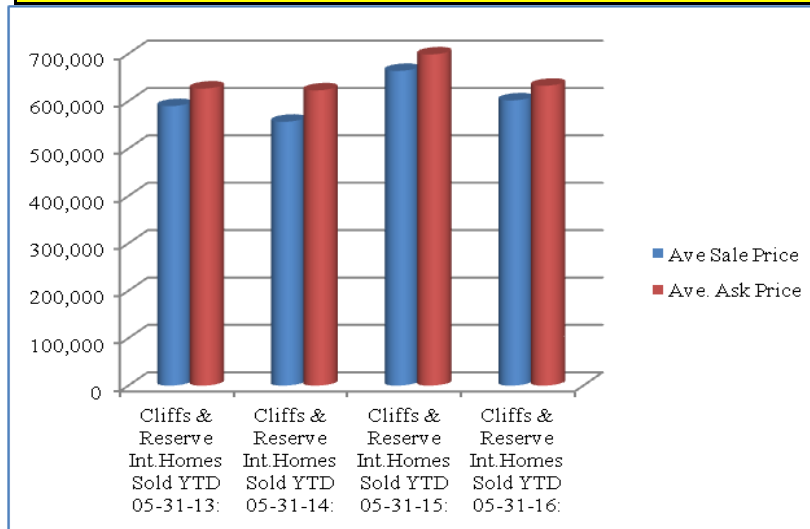
**INTERIOR HOMES ON LAKE KEOWEE YTD MAY 31, 2016: spotting the trend: tables & graphs:**

Lake Keowee Interior Homes YTD 5-31 2013, 2014 , 2015, 2016						
	Ave Sale Price	Ave. Ask Price	% of Ask Price	Ave. DOM	Count	Bank Own
All Int Homes Sold YTD 05-31-2013:	290,965	315,204	92.3%	188	52	10
All Int Homes Sold YTD 05-31-2014:	240,546	259,918	92.5%	201	44	2
All Int Homes Sold YTD 05-31-2015:	259,065	273,698	94.7%	194	55	9
All Int Homes Sold YTD 05-31-2016:	259,502	274,765	94.4%	186	52	3
All Interior Homes Pending @ 06-02-16:	NA	212,528	NA	29	29	0
All Interior Homes Active @ 06-02-16:	NA	409,199	NA	189	189	5



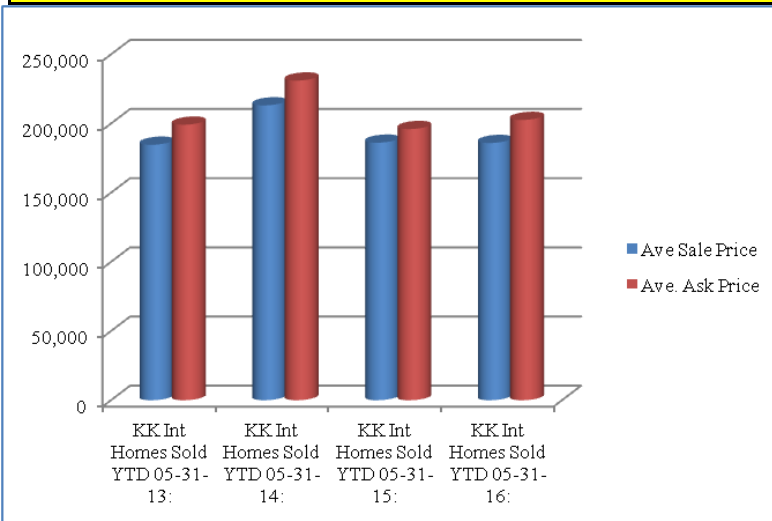
Interior, or off water homes, have remained fairly steady with the exception of 2014, as to number of homes closed. The pricing is flat compared to 2015 and the per cent of final ask price is also holding steady.

Cliffs & Reserve Int Homes YTD 5-31 2013, 2014 , 2015, 2016						
	Ave Sale Price	Ave. Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own
Cliffs & Reserve Int. Homes Sold YTD 05-31-13:	589,667	626,656	94.1%	204	9	2
Cliffs & Reserve Int. Homes Sold YTD 05-31-14:	556,667	622,967	89.4%	143	3	0
Cliffs & Reserve Int. Homes Sold YTD 05-31-15:	664,000	698,750	95.0%	363	4	1
Cliffs & Reserve Int. Homes Sold YTD 05-31-16:	601,742	632,600	95.1%	257	5	0
Cliffs & Reserve Int. Homes Pending @ 06-03-16:	NA	549,000	NA	15	1	0
Cliffs & Reserve Int. Homes Active @ 06-03-16:	NA	886,173	NA	400	48	2



The 4 Cliffs' communities and The Reserve at Lake Keowee are fluctuating as to final sales price, but steady as to the per cent of sales price to final ask price. These communities represent 9.6% of the homes closed ytd; 3.4% of the homes pending; and 25.3% of the homes listed.

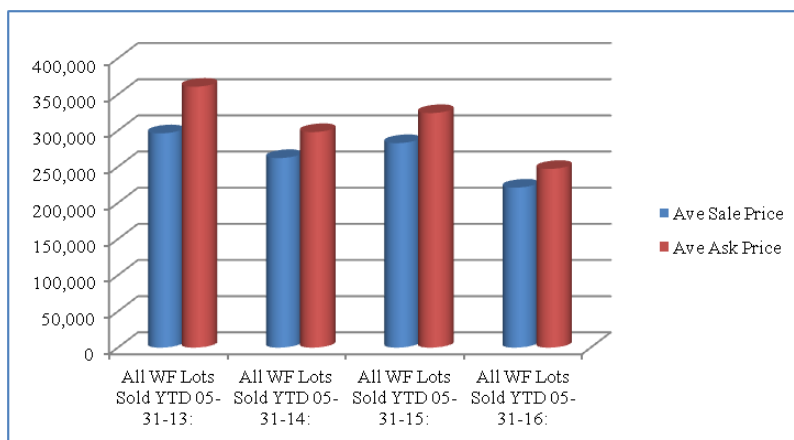
Keowee Key Interior Homes YTD 05-31-13, 2014, 2015, 2016							
	Ave Sale Price	Ave. Ask Price	% of Ask Price	Ave. DOM	Count	Bank Own	
KK Int Homes Sold YTD 05-31-13:	184,698	199,195	92.7%	238	24	6	
KK Int Homes Sold YTD 05-31-14:	213,171	231,129	92.2%	218	28	1	
KK Int Homes Sold YTD 05-31-15:	186,175	196,056	95.0%	185	32	6	
KK Int Homes Sold YTD 05-31-16:	185,979	202,638	91.8%	209	29	1	
KK Interior Homes Pending @ 06-03-16:	NA	181,893	NA	241	14	0	
KK Interior Homes Active @ 06-03-16:	NA	229,429	NA	180	97	1	



Keowee Key interior, or off water homes, are virtually the same as to final sales prices with the exception of 2014. The number of homes closing is slightly down from same time, last year and represents 55.77% of the total. The "Pending" sales represent approximately 48.2% and the active interior home inventory is 51.3%.

**LAKE KEOWEE WATER FRONT HOMESITES YTD MAY 31, 2016 compared to the prior three years:**

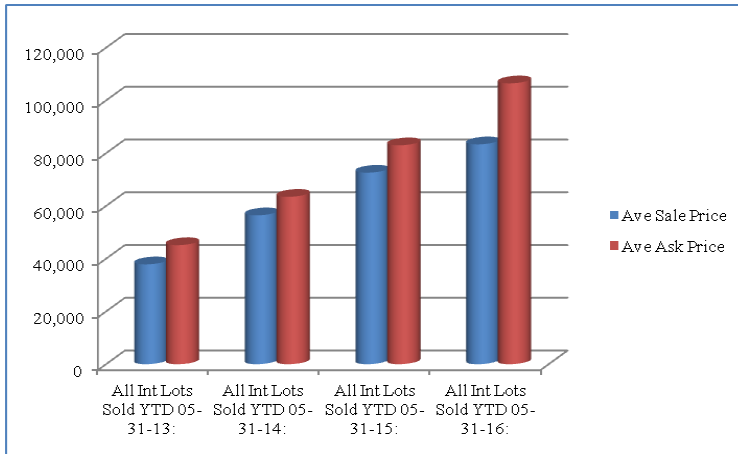
Lake Keowee WF Lots YTD 5-31 2013, 2014, 2015, 2016							
	Ave Sale Price	Ave Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own	
Lake Keowee WF Lots Sold YTD 05-31-13:	296,377	360,842	82.1%	264	50	9	
Lake Keowee WF Lots Sold YTD 05-31-14:	262,184	298,085	88.0%	224	55	6	
Lake Keowee WF Lots Sold YTD 05-31-15:	282,857	324,417	87.2%	261	57	17	
Lake Keowee WF Lots Sold YTD 05-31-16:	221,273	247,132	89.5%	183	57	3	
Lake Keowee WF Lots Pending @ 06-04-16:	NA	246,246	NA	250	26	0	
Lake Keowee WF Lots Active @ 06-04-16:	NA	321,679	NA	295	480	11	



Lake Keowee water front lots have remained fairly stable as far as the number of lots that closed each of the past four years. The average final sales price has fluctuated as have the number of foreclosures with a significant drop this ytd over same time last year. Of the 57 lots closed this year, Keowee Key has 2 closed, with the 4 Cliffs' Communities & The Reserve accounting for 10. Keowee Key has none pending and 10 listed. The Cliffs' & The Reserve have 1 pending and 171 listed for sale.

**LAKE KEOWEE INTERIOR/OFF WATER HOMESITES YTD MAY 31, 2016 compared to the prior three years:**

Lake Keowee Int Lots YTD 5-31 2013, 2014, 2015, 2016	Ave Sale Price	Ave Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own
Lake Keowee Int Lots Sold YTD 05-31-13:	37,856	45,144	83.9%	225	25	8
Lake Keowee Int Lots Sold YTD 05-31-14:	56,440	63,458	88.9%	285	19	8
Lake Keowee Int Lots Sold YTD 05-31-15:	72,606	82,992	87.5%	415	33	10
Lake Keowee Int Lots Sold YTD 05-31-16:	83,353	106,480	78.3%	263	18	2
Lake Keowee Int Lots Pending @ 06-04-16:	NA	69,175	NA	371	16	3
Lake Keowee Int Lots Pending @ 06-04-16:	NA	72,786	NA	344	370	26



The interior home sites have definitely seen a price increase when you look at "All" of the communities on Lake Keowee. Eighteen are closed ytd, 16 are pending, and there are 370 listed for sale. Keowee Key accounts for two of the closed lots; none are pending, and 37 lots are listed (not including the lots owned by the Keowee Key community). In the 4 Cliffs' communities combined with The Reserve @ Lake Keowee, 9 closed, 5 are pending, and 134 are listed for sale.

**LAKE KEOWEE COMMUNITIES:** This gorgeous lake is approximately 26 miles long and is comprised of all types of neighborhoods, some gated and some not. The three communities that offer extensive amenities are the four Cliffs' communities on Lake Keowee, The Reserve @ Lake Keowee, and Keowee Key. Each offers access to a wide array of amenities including golf, tennis, pickle ball, fitness centers, restaurants, marinas. If this appeals to your lifestyle, then you will want to visit them. Since each is a large component of the Lake Keowee market, they are presented separately.

**EXCEL SPREAD SHEETS:** The source for all of the data is the Western Upstate Multiple Listing Service. The data is downloaded into Excel spreadsheets and then further sorted for specific information. Now that so many users are on smart phones and tablets, the spread sheets are still available to you, but most prefer PDF files as they are easy to open. If you want any additional information, please send an email so that we can assist you to wesellkeowee@yahoo.com.

**REFERRALS:** A personal referral is the very best endorsement. We want to thank you for them as they are so very appreciated.

We have many people who enjoy receiving this newsletter. 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, Patti & Gary Cason Team at Keller Williams**  
 Renee Baxter, David Vandeputte, Susan Hilscher - Buyers' Agents  
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