



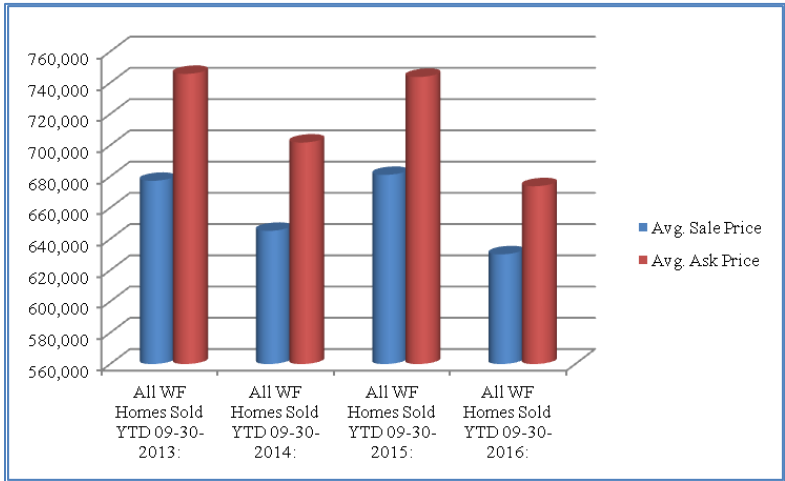
**Patti & Gary Team - Keller Williams Realty**  
**3rd Quarter Lake Keowee Newsletter**  
 Certified Luxury Home Specialists and Global Properties' Specialist  
[www.WeSellKeowee.com](http://www.WeSellKeowee.com)

October 14, 2016

**Lake Keowee is Golden.** As millions of people were evacuated from the east coast in four states last week, Lake Keowee enjoyed mild temperatures and sunshine. Its location in the upstate of South Carolina. The Blue Ridge Mountain foothills seem to provide protection from destructive weather systems. Being just a few miles from a major university is another great advantage. Clemson University is just a few miles from most areas of this 26-mile long lake.

**3RD QUARTER WATERFRONT HOMES ON LAKE KEOWEE:**

Lake Keowee WF Homes YTD Sept. 30, 2016 comparison 2015, 2014, 2013							
Status	Avg. Sale Price	Avg. Ask Price	% of Ask Price	Avg. D.O.M.	Count	Bank Own	
All WF Homes Sold YTD 09-30-2013:	677,267	745,744	90.8%	189	97	9	
All WF Homes Sold YTD 09-30-2014:	645,256	701,764	91.9%	182	126	7	
All WF Homes Sold YTD 09-30-2015:	681,072	743,773	91.6%	148	133	1	
All WF Homes Sold YTD 09-30-2016:	630,241	673,820	93.5%	174	157	2	
All WF Homes Pending @ 10-03-16:	NA	810,491	NA	237	23	1	
All WF Homes Active @ 10-03-16:	NA	1,123,402	NA	174	185	0	



The unit volume is up over **18%**. The average sold price of waterfront homes is approximately **-8%** below last year's levels. Twenty-four fewer homes closed compared.

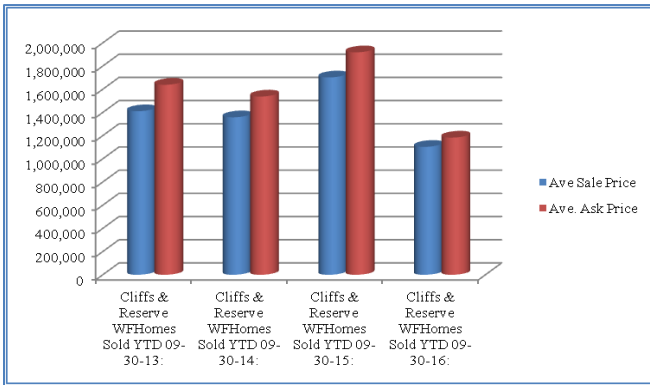
**20** homes closed over \$1,000,000, or 12.7% of the **157** homes closed through 9/30/16. **4** of these were in The Cliffs communities, **3** in The Reserve and **12** were in Crescent communities. **One** was not in a development, had a waterfront lot and acreage.

**Six** of the **23** "Pending" homes are listed over \$1million, representing 26% of the homes.

**THE 4 CLIFFS COMMUNITIES AND THE RESERVE@LAKE KEOWEE WF HOME SALES;**

Cliffs & Reserve WF Homes YTD 09-30-16, 2015 , 2014, 2013							
Status	Ave Sale Price	Ave. Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own	
Cliffs & Reserve WF Homes Sold YTD 09-30-13:	1,410,577	1,638,808	86.1%	225	13	2	
Cliffs & Reserve WF Homes Sold YTD 09-30-14:	1,358,188	1,537,275	88.4%	302	16	4	
Cliffs & Reserve WF Homes Sold YTD 09-30-15:	1,702,071	1,918,643	88.7%	179	14	0	
Cliffs & Reserve WF Homes Sold YTD 09-30-16:	1,103,311	1,183,250	93.2%	275	14	0	
Cliffs & Reserve WF Homes Pending @ 10-02-16:	NA	1,185,000	NA	0	6	0	
Cliffs & Reserve WF Homes Active @ 10-02-16:	NA	1,982,110	NA	11,456	57	0	

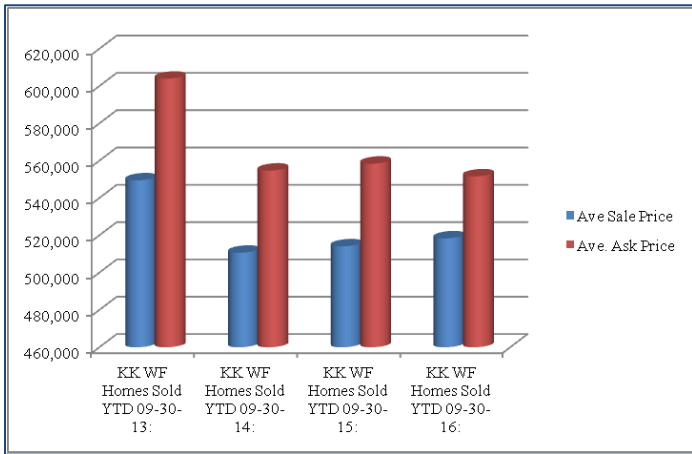
**THE 4 CLIFFS COMMUNITIES AND THE RESERVE@LAKE KEOWEE WF HOME SALES:CHART**



The table above and the chart to the left reflect the sales activity in the 4 Cliffs' Communities and The Reserve. These gated communities account for **8.9+**% of the total number of homes sold. Prices are the lowest they have been in four years although unit volume is exactly the same as last year. There were 6 waterfront homes pending closing of the total 23 and 57 of the 185 that were listed for sale as of October 2, 2016.

**KEOWEE KEY 3RD QUARTER WF HOME SALES: GREAT NEWS: CLOSED SALES PRICE HIGHER!**

Keowee Key WF Homes YTD 09-30-16, 2015, 2014, 2013							
Status	Ave Sale Price	Ave. Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own	
KK WF Homes Sold YTD 09-30-13:	549,474	603,979	91.0%	205	19	1	
KK WF Homes Sold YTD 09-30-14:	510,692	554,700	92.1%	255	25	1	
KK WF Homes Sold YTD 09-30-15:	514,109	558,417	92.1%	218	23	1	
KK WF Homes Sold YTD 09-30-16:	518,395	551,604	94.0%	221	28	0	
KK WF Homes Pending @ 10-02-16:	NA	503,000	NA	272	5	0	
KK WF Homes Active @ 10-02-16:	NA	587,925	NA	214	20	0	

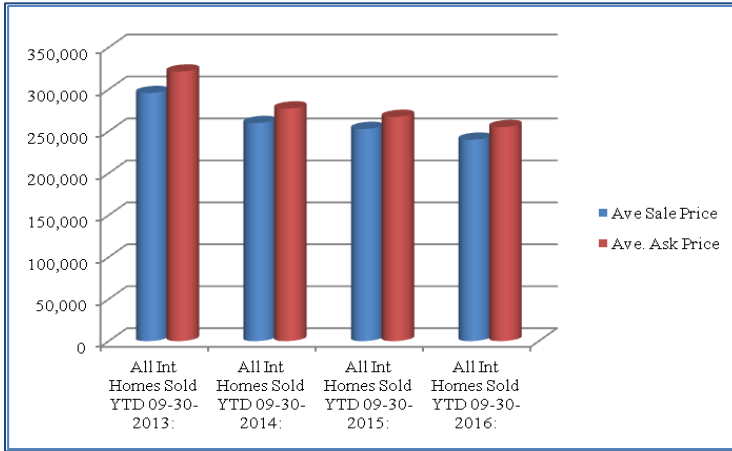


**Keowee Key:** With **28** waterfront homes closed at the end of the 3rd quarter, this represents **17.83%** of the total waterfront home unit sales. The volume of units closed just in Keowee Key is up by **21.7%** (5 homes) over last year. Prices are now higher than last year by an average of \$4,862 per house! Look at the table above and the chart to the left. Not only are sales up in number of homes closed, but we broke above the same period for both 2015 and 2014! Demand is up and now the average sales price is up as well. This is not reflected in the total waterfront home sales across all Lake Keowee communities and it is not the case in the Cliffs' and The Reserve.

**ALL INTERIOR HOMES 3RD QUARTER ON LAKE KEOWEE:**

Lake Keowee Interior Homes YTD 09-30-2016, 2015, 2014, 2013							
Status	Ave Sale Price	Ave. Ask Price	% of Ask Price	Ave. DOM	Count	Bank Own	
All Int Homes Sold YTD 09-30-2013:	295,588	321,215	92.0%	201	99	16	
All Int Homes Sold YTD 09-30-2014:	259,846	277,156	93.8%	206	102	13	
All Int Homes Sold YTD 09-30-2015:	252,762	267,194	94.6%	192	127	13	
All Int Homes Sold YTD 09-30-2016:	239,985	255,048	94.1%	154	129	9	
All Interior Homes Pending @ 10-03-16:	NA	321,053	NA	256	28	2	
All Interior Homes Active @ 10-03-16:	NA	400,316	NA	192	161	3	

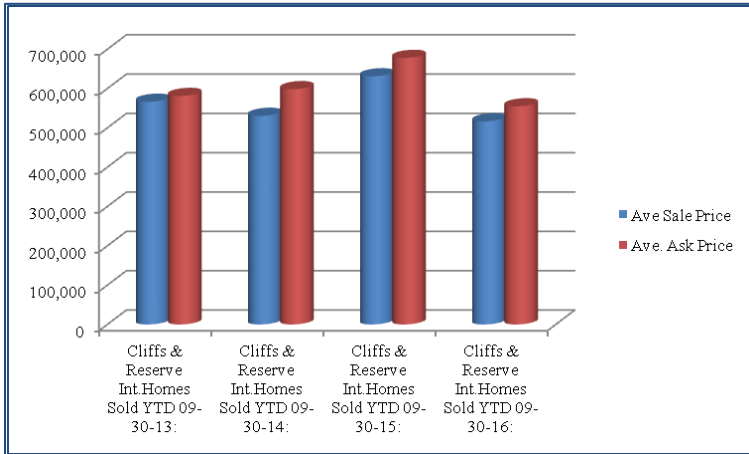
**Below is the Chart for 3rd Quarter Lake Keowee Interior homes closed 9-30-2016; 2015, 2014, and 2013:**



**Interior homes (off water):** The units closed are up **1.57%** and the average sale price per home is down by **-\$12,777** per home (**-5.3%** price decrease). The chart to the left is for all of the interior/off water homes listed on Lake Keowee that closed through the 3rd quarter of each of the past four years. There were **28** homes "pending" closing and **161** active listings at October 3, 2016.

**THE 4 CLIFFS COMMUNITIES AND THE RESERVE@ LAKE KEOWEE INTERIOR HOMES:**

Cliffs & Reserve Int Homes YTD 09-30-2016, 2015 , 2014, 2013							
Status	Ave Sale Price	Ave. Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own	
Cliffs & Reserve Int.Homes Sold YTD 09-30-13:	566,527	581,255	97.5%	228	11	2	
Cliffs & Reserve Int.Homes Sold YTD 09-30-14:	530,625	598,475	88.7%	230	4	1	
Cliffs & Reserve Int.Homes Sold YTD 09-30-15:	631,200	678,000	93.1%	227	5	1	
Cliffs & Reserve Int.Homes Sold YTD 09-30-16:	516,594	554,769	93.1%	199	13	1	
Cliffs & Reserve Int Homes Pending @ 10-03-16:	NA	895,967	NA	637	3	0	
Cliffs & Reserve Int. Homes Active @ 10-03-16:	NA	823,695	NA	248	39	0	



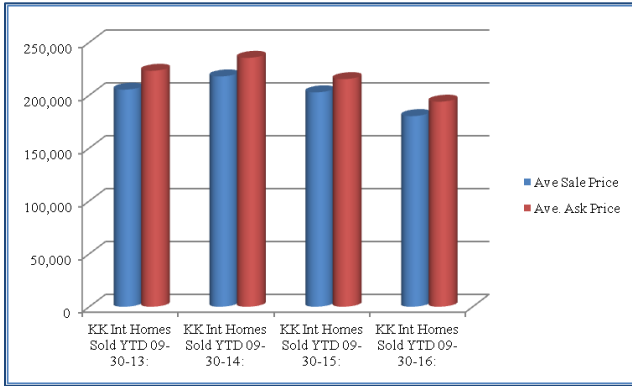
**The 4 Cliffs communities and The Reserve at Lake Keowee** enjoyed a huge increase in the number of interior homes closed over last year with a **260%** increase (8 more homes closing this year over last for the 3rd Quarter). The average sales price is down about **-22%**. These communities represent just over 10% of the interior homes closed year-to-date. There are 4 homes pending closing and 39 homes listed as of October 3, 2016 per the MLS.

Ten of the 13 units were located in The Cliffs @ Keowee Vineyards and the averages sales price for those 10 units was \$492,701.

**KEOWEE KEY INTERIOR HOMES 3rd Quarter**

Keowee Key Interior Homes YTD 09-30-16, 2015, 2014, 2013							
Status	Ave Sale Price	Ave. Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own	
KK Int Homes Sold YTD 09-30-13:	205,262	223,128	92.0%	232	43	7	
KK Int Homes Sold YTD 09-30-14:	217,800	235,358	92.5%	204	55	5	
KK Int Homes Sold YTD 09-30-15:	202,755	215,204	94.2%	200	67	6	
KK Int Homes Sold YTD 09-30-16:	180,260	193,887	93.0%	165	72	4	
KK Int Homes Pending @ 10-03-16:	NA	253,027	NA	226	14	1	
KK Int Homes Active @ 10-03-16:	NA	232,797	NA	186	86	1	

## KEOWEE KEY INTERIOR HOMES CHART

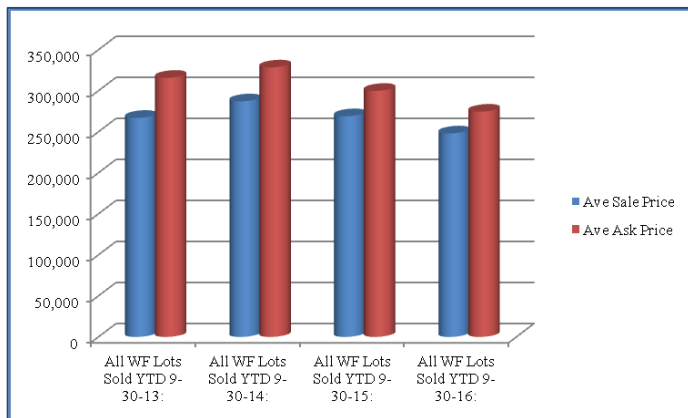


Keowee Key interior, or off water homes, unit sales are up by **5 homes or 7.5%**, and represents **55.8%** of the total unit sales in the entire Lake Keowee interior homes market. The average sales price is down by **-\$22,496 or -12.5%**. There are 14 "Pending" sales at October 3, 2016 and 86 active interior homes listings representing.

## ALL LAKE KEOWEE WATER FRONT LOTS 3RD QUARTER:

Lake Keowee WF Lots YTD 9-30-2016, 2015, 2014, 2013

Status	Ave Sale Price	Ave Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own
All WF Lots Sold YTD 9-30-13:	267,003	315,812	84.5%	234	95	22
All WF Lots Sold YTD 9-30-14:	287,131	328,418	87.4%	223	109	19
All WF Lots Sold YTD 9-30-15:	268,976	299,902	89.7%	262	131	24
All WF Lots Sold YTD 9-30-16:	248,055	274,563	90.3%	217	130	5
All Pending WF Lots @ 10-05-16:	NA	266,529	NA	273	21	2
All Active WF Lots @ 10-06-16:	NA	306,049		317	486	9



Lake Keowee waterfront lots have edged up steadily as to the number of lots that closed each of the past four years, although down one lot from last year. The average final sales price has fluctuated as have the number of foreclosures, with a significant drop this YTD over same time last year. Perhaps that accounts for the reduction in the average sales price per unit sold. Of the **130** lots closed this year, Cliffs' Communities account for **20** waterfront lots closed, 4 pending, and 105 listed for sale. The Reserve accounts **6** waterfront lots closed; 1 pending and 72 listed for sale. Keowee Key has **3** waterfront lots closed, none pending, and 9 listed for sale. The entire Lake Keowee waterfront market has **486** lots listed for sale on October 6,

## THE 4 CLIFFS' COMMUNITIES WATERFRONT LOTS 3RD QUARTER COMPARISON:

The Cliffs' WF Lots YTD 9-30-2016 comparison 2015, 2014, 2013

Status	Ave Sale Price	Ave Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own
All Cliffs' WF Lots Sold YTD 9-30-16:	400,250	450,840	88.8%	373	20	3
All Cliffs' WF Lots Sold YTD 9-30-15:	415,351	451,728	91.9%	251	32	5
Difference:	-15,101	-888	-3.2%	122	-12	-2
All Cliffs' WF Lots Sold YTD 9-30-14:	475,626	550,681	86.4%	371	27	6
All Cliffs' WF Lots Sold YTD 9-30-13:	324,833	401,033	81.0%	133	18	8
All Cliffs' WF Lots Pending 10-07-16:	NA	308,350		239	4	1
All Cliffs' WF Lots Acts 10-07-16:	NA	486,582		327	105	2

**THE RESERVE@LAKE KEOWEE WATERFRONT LOTS 3RD QUARTER COMPARISON:**

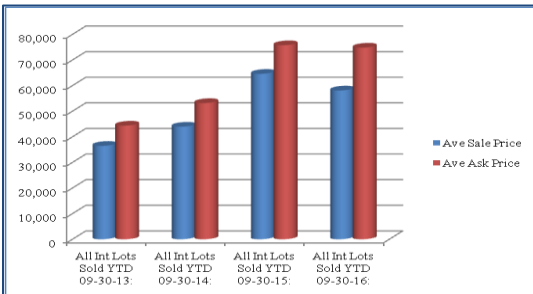
Reserve Waterfront Lots Sold, Pending & Active YTD 9-30-2016, 2015, 2014, 2013						
Status	Ave Sale Price	Ave Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own
All Reserve WF Lots Sold YTD 9-30-16:	364,000	408,833	89.0%	165	6	0
All Reserve WF Lots Sold YTD 9-30-15:	411,215	465,308	88.4%	209	13	2
Difference:	-47,215	-56,474	0.7%	-44	-7	-2
All Reserve WF Lots Sold YTD 9-30-14:	210,556	247,156	85.2%	276	9	2
All Reserve WF Lots Sold YTD 9-30-13:	460,516	526,956	87.4%	225	16	2
All Reserve Pending WF Lots @ 10-06-16:	NA	449,000	NA	126	1	0
All Reserve Pending WF Lots @ 10-06-16:	NA	455,428	NA	286	72	1

**KEOWEE KEY WATERFRONT LOTS 3RD QUARTER ACTIVITY: 3 sales, none pending and 9 listed for sale.**

Keowee Key WF Lots: Sold YTD; Pending; and 9 listed for sale						
Status	Lake Front	Final Sold Price	Final Asking Price	% of Ask Price	Ave. D.O.M.	Closing Date
Sold	WF	19,000	19,000	100.0%	4	4/1/2016
Sold	WF	114,000	129,000	88.4%	27	7/5/2016
Sold	WF	300,000	310,000	96.8%	46	5/6/2016
ACT	WF		39,900		21	
ACT	WF		59,900		549	
ACT	WF		62,500		30	
ACT	WF		75,000		163	
ACT	WF		89,900		338	
ACT	WF		129,000		210	
ACT	WF		169,000		251	
ACT	WF		199,000		71	
ACT	WF		225,000		190	

**ALL LAKE KEOWEE INTERIOR LOTS 3RD QUARTER COMPARISON:**

Lake Keowee Int Lots YTD 9-30- 2016, 2015 , 2014, 2013						
Status	Ave Sale Price	Ave Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own
All Int Lots Sold YTD 09-30-16:	58,089	74,829	77.6%	237	49	8
All Int Lots Sold YTD 09-30-15:	64,593	75,779	85.2%	417	66	19
Difference:	-6,504	-950	-7.6%	-180	-17	-11
All Int Lots Sold YTD 09-30-14:	43,958	53,184	82.7%	310	49	17
All Int Lots Sold YTD 09-30-13:	36,467	44,375	82.2%	226	54	27
All Int Lots Pending YTD 10-06-16:	NA	40,118	NA	168	11	1
All Int Lots Active YTD 10-06-16:	NA	68,684	NA	355	365	31



The table above and the chart to the left are "All" Lake Keowee interior lots year-to-date 3rd quarter. The units closed are down a total of **-17** and the prices are down **-\$6,504/unit** closed. Last year, there were 11 more foreclosures sold than this year-to-date and that accounts for the bulk of the decrease in interior lot sales.

**The four Cliffs communities:** 15 interior lots closed at an average sold price of \$104,033, 2 interior lots pending averaging an ask price of \$37,000. and 82 listed for sale ranging from an ask price of \$4,000 to \$399,000 with the average being \$107,991. **The Reserve @ Lake Keowee:** 7 interior lots closed at an average sales price of \$60,071, none are pending closing, and 57 are listed ranging from \$4,000 to \$400,000. **Keowee Key:** 3 interiors closed at an average sales price of \$6,617, 2 are pending at an average ask price of \$11,950 and 27 are listed ranging from \$2,469 to \$129,000.

**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, Cindy Johnson Andrews - Buyers' Agents

**KELLER WILLIAMS LAKE KEOWEE OFFICE, SENECA, SC**

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