



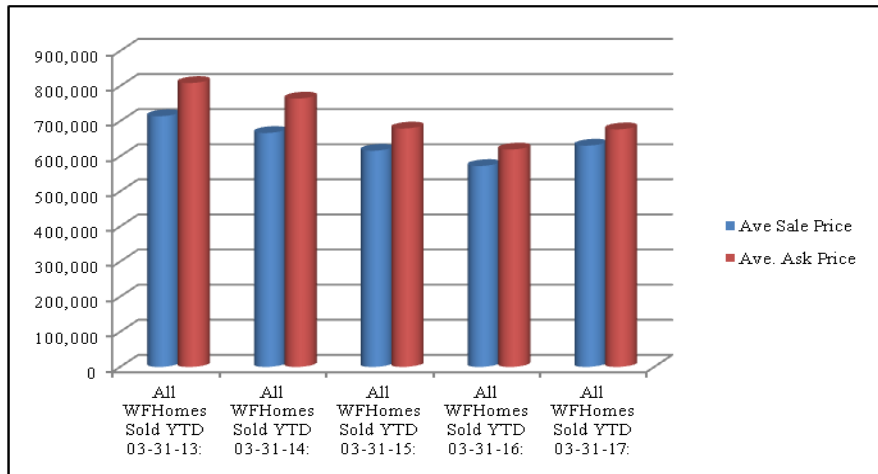
Patti & Gary Team Newsletter for 1Qtr. 2017
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 Certified Luxury Home Specialists and Global Properties' Specialist

April 7, 2017

The 1st quarter of 2017 **LAKE KEOWEE** sales activity follows! We will start with waterfront homes in **all** of the communities followed by Keowee Key and the Cliffs and The Reserve combined. We will follow that with "All interior home sales" with separate information provided for Keowee Key and The Cliffs and The Reserve combined. The information for LOTS, both waterfront and interior, completes the data. As usual, this data is downloaded from our Western Upstate Multiple Listing service and the "closed" sales are through the 1st Quarter ending 3/31/17. The "pending" and "active" are also downloaded from the MLS and include the first few days of April as well.

Lake Keowee WF Homes Sold, Pending & Active YTD 1st Qtr 2017 vs 2016					
Status	Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. D.O.M.
All WF Homes Sold YTD 03-31-2017:	630,375	676,750	40	1	137
All WF Homes Sold YTD 03-31-2016:	572,365	619,300	34	0	237
Difference:	58,011	57,450	6	1	-100
All WF Homes Pending @ 04-01-2017:	NA	759,316	42	2	165
All WF Homes Active @ 04-01-2017:	NA	1,106,516	160	0	170

Lake Keowee WF Homes Sold -2017, 2016, 2015, 2014, 2013					
	Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. DOM
All WFHomes Sold YTD 03-31-13:	714,190	808,805	21	2	167
All WFHomes Sold YTD 03-31-14:	666,385	764,354	26	4	227
All WFHomes Sold YTD 03-31-15:	615,805	679,238	32	0	174
All WFHomes Sold YTD 03-31-16:	572,365	619,300	34	0	237
All WFHomes Sold YTD 03-31-17:	630,375	676,750	40	1	137



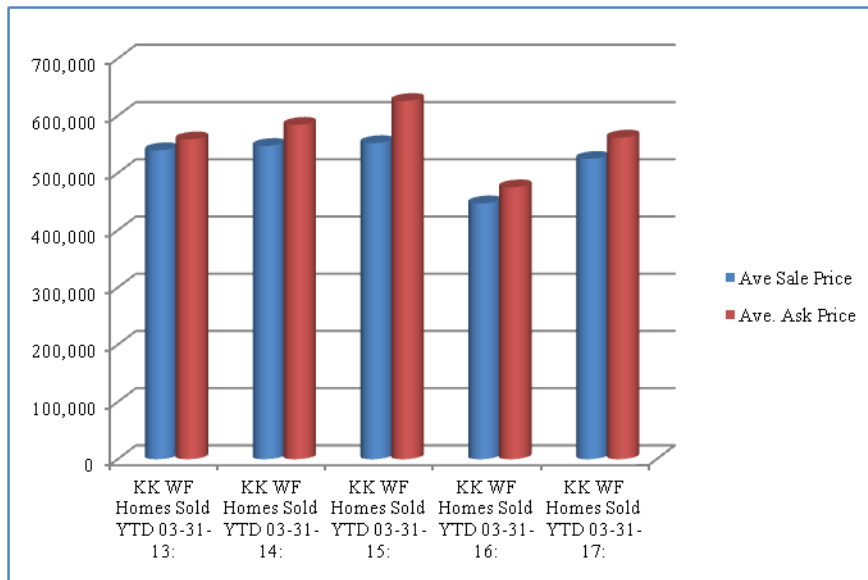
ALL of the waterfront homes closed on Lake Keowee in the first quarter total 40 homes closed at an average sales price of \$630, 375. Keowee Key represents 17.5% of the waterfront home market. There are 42 WF homes "PENDING" closing at an average ask price of \$759,316 and Keowee Key has 9 of those representing 21.4%. There are a total of 160 waterfront homes listed at an average ask price of \$1,106,516 and Keowee Key has 18 or 11.25%. It certainly appears we need more waterfront inventory in Keowee Key to supply the demand.

There is a gap in final sales price between \$780,000 and \$1,000,000 that is apparent when you view the Excel spreadsheets. Seven of the 40 homes closed in the 1st Qtr. were over \$1,000,000 or 17.5%.

KEOWEE KEY WF HOMES 1st Qtr. 2017:

Keowee Key WF Homes Sold 1st Qtr 2017 vs 201: Sold, Pending & Active					
Status	Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. D.O.M.
KK WF Homes Sold YTD 03-31-17:	524,957	562,143	7	0	156
KK WF Homes Sold YTD 03-31-16:	447,188	475,250	8	0	202
Difference:	77,770	86,893	-1	0	-46
KK WF Homes Pending @ 04-04-17:	NA	657,989	9	0	134
KK WF Homes Active @ 04-04-17:	NA	693,222	18	0	154

Keowee Key WF Homes Sold 1st Qtr 2017, 2016, 2015, 2014					
Status	Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. DOM
KK WF Homes Sold YTD 03-31-13:	540,000	559,000	1	0	231
KK WF Homes Sold YTD 03-31-14:	547,500	584,375	4	0	340
KK WF Homes Sold YTD 03-31-15:	552,500	626,167	6	0	404
KK WF Homes Sold YTD 03-31-16:	447,188	475,250	8	0	202
KK WF Homes Sold YTD 03-31-17:	524,957	562,143	7	0	156



These are the WF homes in Keowee Key for the first quarter activity and a chart looking back 5 years. The average waterfront home in Keowee Key is up over \$77,770 although one less home closed during the first quarter compared to the same period as last year. There are 9 waterfront homes "pending" closing in Keowee Key at an average asking price is \$657,989. There are 18 waterfront homes listed at an average ask price of \$693,222. Keowee Key comprises 17.5% of the closed sales ytd, 21.5% of the "pending" WF homes, and 11.25% of total available homes. We need more homes to sell!

Cliffs & Reserve WF Homes 1st Qtr. 2017 Closed, Pending Active						
Status	Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. D.O.M.	% of Ask Price
Cliffs & Reserve WF Homes Sold YTD 03-31-17:	1,537,500	1,685,000	2	0	405	91.2%
Cliffs & Reserve WF Pending 04-04-17:	NA	1,356,800	5	0	195	NA
Cliffs & Reserve WF Active @ 04-04-17:	NA	1,764,000	29	0	234	NA

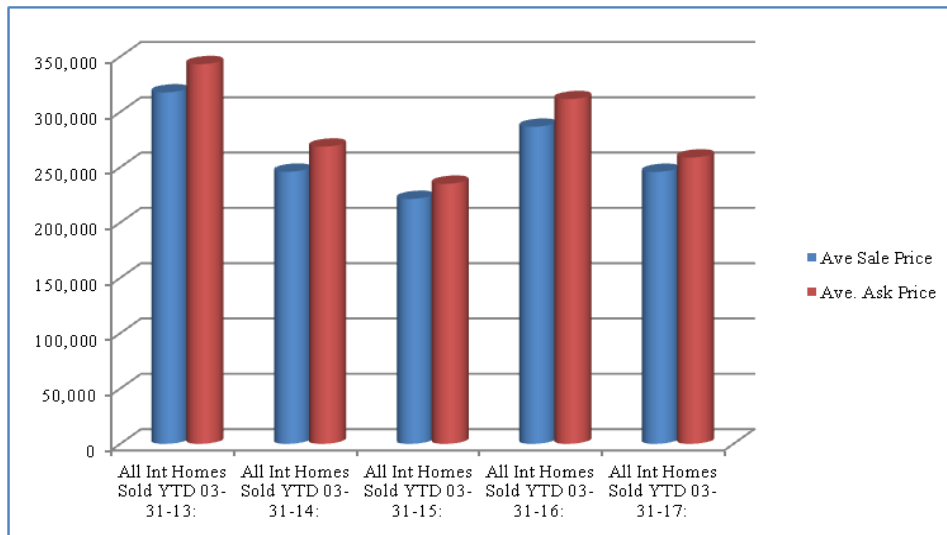
The Cliffs & Reserve combined communities had 2 homes closed out of the total of 40 closed. There were 5 homes pending out of the total of 42 homes and 29 listed out of the 160 waterfront homes listed.

INTERIOR HOME SALES SUMMARY: "All" interior homes in "all" communities.

All Interior Homes Activity 1st Qtr. 2017 vs, 2016 : Sold, pending, active					
Status	Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. DOM
All Int Homes Sold YTD 03-31-2017:	245,849	258,813	38	0	125
All Int Homes Sold YTD 03-31-2016:	286,630	311,587	23	1	226
Difference:	-40,781	-52,774	15	-1	-101
All Int Homes Pending @ 04-03-2017:	NA	265,627	22	0	136
All Int Homes Active @ 04-03-2017:	NA	387,022	165	2	161

Lake Keowee Interior Homes Sold 1Qtr Comparison: 20117, 2016, 2015, 2013					
	Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. DOM
All Int Homes Sold YTD 03-31-13:	317,696	343,216	19	0	221
All Int Homes Sold YTD 03-31-14:	245,990	268,686	28	0	224
All Int Homes Sold YTD 03-31-15:	221,408	235,086	24	4	208
All Int Homes Sold YTD 03-31-16:	286,630	311,587	23	1	229
All Int Homes Sold YTD 03-31-17:	245,849	258,813	38	0	125

Growth in number of interior homes closed is up +65.2% over last year; pricing is down by -16.6% or -\$40,781 per unit. Over the past 5 years, growth has been steady for homes sold with the exception of a surge in 2014. There was a pullback in 2015 and 2016. The number of days on market (DOM) dropped by 101 days! Take a look at the table to the left and the chart. This is the highest number of homes closed in 5 years and the lowest DOM.

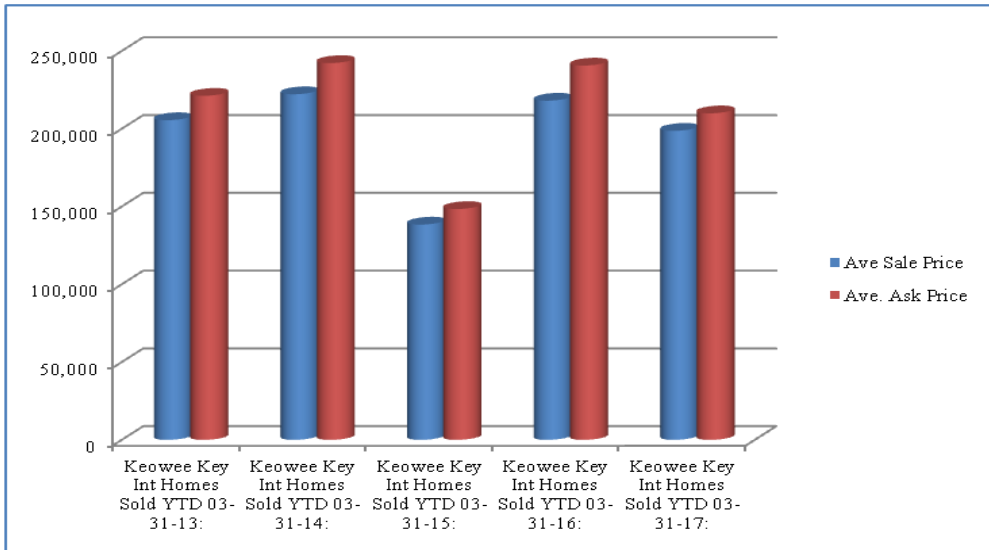
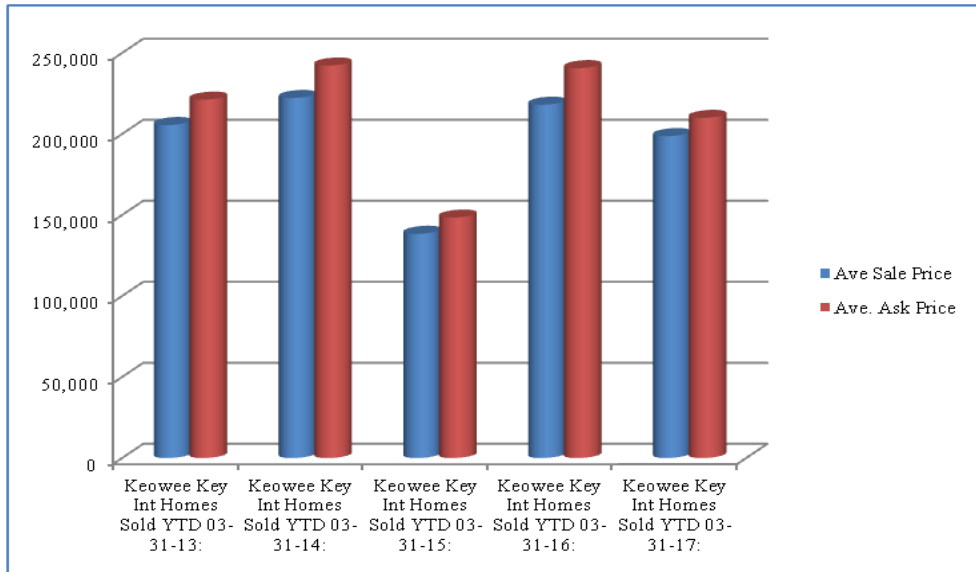


KEOWEE KEY INTERIOR HOMES: 5-year comparison for 1st quarter:

Keowee Key Interior Homes Activity 1st Qtr. 2017 vs 2016 Closed, Pending, Active					
Status	Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. DOM
KK Int Homes Sold YTD 03-31-17:	198,682	209,931	26	0	118
KK Int Homes Sold YTD 03-31-16:	218,041	240,650	12	0	254
Difference:	-19,360	-30,719	14	0	-137
KK Int Homes Pending @ 04-03-17:	NA	238,771	17	0	137
KK Int Homes Active @ 04-03-17:	NA	221,288	87	0	142

Keowee Key interior homes continue to outpace sales in the other Lake Keowee communities. Per the MLS as of April 3, 2017, the interior homes that closed in Keowee Key are up 217% year-over-year. The average sales price is down almost -10% or -\$19,360 per unit at \$198,682.

Keowee Key Interior Homes Activity 1st Qtr.2017, 2016, 2015, 2014, 2013						
Status		Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. D.O.M.
Keowee Key Int Homes Sold YTD 03-31-13:		205,533	221,178	9	3	340
Keowee Key Int Homes Sold YTD 03-31-14:		222,206	242,253	17	0	259
Keowee Key Int Homes Sold YTD 03-31-15:		138,394	148,425	16	1	242
Keowee Key Int Homes Sold YTD 03-31-16:		218,041	240,650	12	0	254
Keowee Key Int Homes Sold YTD 03-31-17:		198,682	209,931	26	0	118



Cliffs & Reserve Int. Homes 1st Qtr. 2017 closed, Pending, Active						
Status		Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. D.O.M.
Cliffs & Reserve Int Homes Sold YTD 03-31-17:		553,333	572,967	3	0	352
Cliffs & Reserve Int Pending 04-04-17:		NA	0	0	0	0
Cliffs & Reserve Int Active @ 04-04-17:		NA	787,945	40	2	213

The entire interior home market is down -16.6% or -\$40,781 at \$245,849 per unit. Keowee Key represents 26 homes closed out of 38 or 68.4% of the market. It is affordable so it attracts buyers in all price ranges. There a 17 homes pending closing as of 4/3/17 at an average "ask" price of \$238,771 compared to 22 in the entire interior market at an average ask price of \$265,627. There are a total of 87 KK interior units listed for sale per the MLS as of 4/3/17 at an average ask price of \$221,288 and the total listed inventory is 165 units at an average of \$387,022. This means Keowee Key has 53% of the available inventory in the Lake Keowee market.

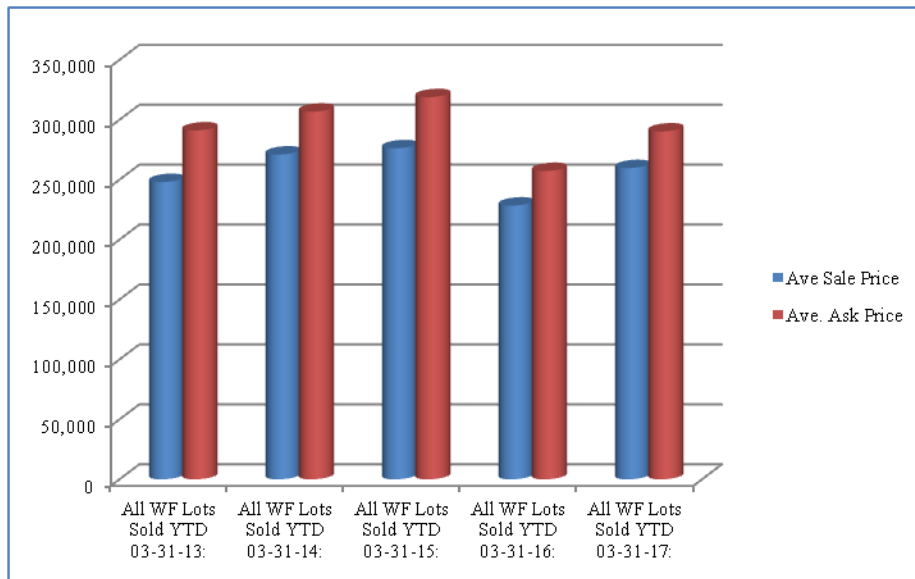
The Cliffs & Reserve communities account for 3 closed sales, or 7.9% of the total. None are pending, and 40 are listed for sale which represents 24.2% of the market.

LAKE KEOWEE LOTS: There are still several developer "one day" sales that are scheduled for this year. The past three years have seen many lots sold through these sales. Some have been resold.

LAKE KEOWEE WATER FRONT LOTS: Table followed by a graph of the past 5 years activity during the 1st quarter of the year:

Lake Keowee WF Lots Sold, Pending & Active YTD 03-31-17 vs 03-31-16: Pending & Active					
Status	Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. DOM
All WF Lots Sold YTD 03-31-17:	259,666	290,226	39	1	323
All WF Lots Sold YTD 03-31-16:	228,389	257,270	28	2	242
Difference:	31,276	32,956	11	-1	NA
All WF Lots Pending @ 04-04-2017:	NA	237,856	9	0	249
All WF Active WF Lots @ 04-04-17:	NA	325,161	438	6	333

Lake Keowee WF Lots 1st Qtr. 2017, 2016, 2015, 2014, 2013					
Status	Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. DOM
All WF Lots Sold YTD 03-31-13:	248,047	291,069	29	7	235
All WF Lots Sold YTD 03-31-14:	270,973	306,750	30	4	213
All WF Lots Sold YTD 03-31-15:	276,201	318,882	39	15	243
All WF Lots Sold YTD 03-31-16:	228,389	257,270	28	2	242
All WF Lots Sold YTD 03-31-17:	259,666	290,226	39	1	323



The waterfront lot sales have been in a range from 28 to 39 lots closed during the 1st Qtr. over the past 5 years. The closed prices this year exceeded last year by \$31,276 per lot. The units sold were 11 more than the previous year. Looking at the 5 year trend, it appears that our peak was in the 1st Qtr. of 2015 when the prices were the highest and the same number of lots closed as the current 2017 1st Qtr. However, 15 of those lots were foreclosures compared to just one this year.

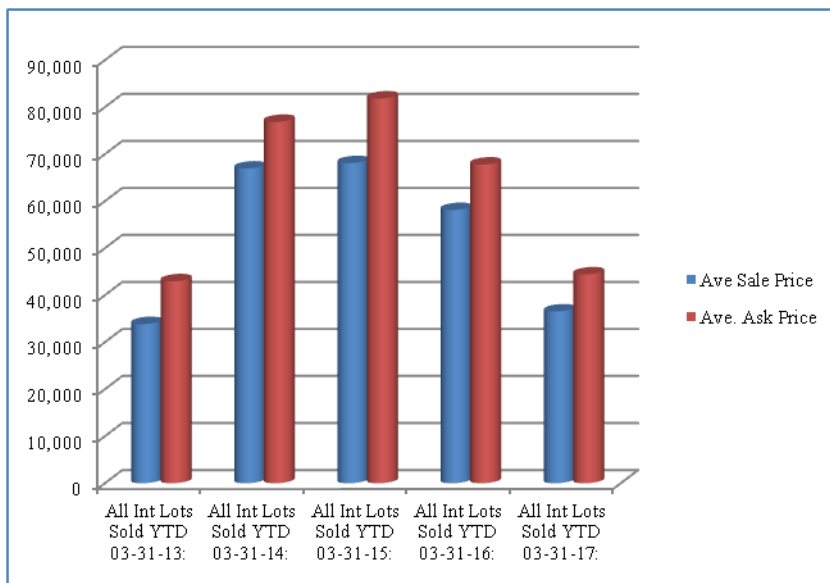
The combined Cliffs and The Reserve communities had 9 WF lots closed at an average closed price of \$388,162; one lot is "pending" and there are 161 lots listed or 36.76%.. Keowee Key had no waterfront lot sales, no "pending" lots and 7 lots are listed for sale at an average ask price of \$169,686.

We have supporting Excel spreadsheets with all of the detail available.

LAKE KEOWEE INTERIOR LOTS: Interior lot sales for the same time frame:

Lake Keowee Interior Lots YTD 03-31-17 vs 03-31-16 Sold, Pending, Active					
Status	Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. DOM
All Int Lots Sold YTD 03-31-17:	36,541	44,437	30	4	190
All Int Lots Sold YTD 03-31-16:	58,125	67,790	6	1	208
Difference:	-21,584	-23,353	24	3	-18
All Int Lots Pending @ 04-06-17:	NA	59,845	11	1	267
All Int Lots Active @ 04-6-17:	NA	61,474	314	18	287

Lake Keowee Int Lots Sold YTD 03-31-17, 2016, 2015, 2014, 2013					
Status	Ave Sale Price	Ave. Ask Price	Count	Bank Own	Ave. D.O.M.
All Int Lots Sold YTD 03-31-13:	33,857	42,964	14	NA	306
All Int Lots Sold YTD 03-31-14:	66,951	76,873	11	6	383
All Int Lots Sold YTD 03-31-15:	68,100	81,847	15	5	291
All Int Lots Sold YTD 03-31-16:	58,125	67,790	6	1	208
All Int Lots Sold YTD 03-31-17:	36,541	44,437	30	4	190



The interior lot sales have been in a range from 6 to 30 lots closed during the 1st Qtr. over the past 5 years. The closed prices this year-to-date are down by almost 60% or -\$21,584 per lot. But, the volume is up 500%. Looking at the 5 year trend, the prices have ranged from the mid \$30,000's to the upper \$60,000's. The unit volume for lots closed is the highest it has been in the past five years.

The combined Cliffs and The Reserve communities had 7 lots closed at an average closed price of \$15,869 and two were foreclosures. There are 5 "pending" lots at an average ask price of \$31,400 and there are 110 lots listed at an average ask of price of \$87,422 which is 35% of the available inventory. Keowee Key had 5 lot sales closed at an average sales price per lot of \$12,850. Three of the 5 lots were full amenity lots and the average sold price for these lots was \$17,667. An "Amenity" lot has the full benefits and privileges of a Keowee Key home owner. There is one lot pending closing listed at \$12,500 and 37 interior lots listed for sale at an average ask price of \$22,892.

We have supporting Excel spreadsheets with all of the detail available.

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. There is a neighborhood for almost any lifestyle to suit prospective buyers. Let us help you!

ALWAYS REFRESHING OUR WEBSITE FOR YOUR USE: our personal website is www.WeSellKeowee.com. Please visit it and view the videos. Watch our drone videos on You Tube as well as other websites.

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. **There are "FILTERS" in the SUBDIVISION column on the Excel spreadsheets. Click on the down arrow at the top of the column and uncheck the ALL box and select the neighborhoods that you are interested in and click to the left of it. For example, you are interested in all of the Waterford communities on Lake Keowee.: you put a check mark next to those communities: Waterford, Waterford Pointe, Waterford Ridge, Waterside Crossing, Waterford Farms. Once you make that selection, only the communities you selected will appear and you can micro-manage your search.**

REFERRALS: A personal referral is the very best endorsement! We want to thank you for them as they are so very appreciated. Please read our reviews on Zillow and Trulia! We are a team of agents dedicated to making your purchase or sale or both a successful experience!

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!

If you wish to opt out of receiving this, a return email to wesellkeowee@gmail.com will notify Patti to remove your email address from the distribution list.

Sincerely,

Patti Cason

Patti & Gary Cason, Patti & Gary Cason Team at Keller Williams

Renee Baxter, David Vandeputte, Cindy Johnson Andrews - These are our Extraordinary Buyers' Agents

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