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We Sell Lake Keowee
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Greetings!

This is our 9th annual year-end Lake Keowee Report. We have accumulated sales of homes and lots from the Upstate Multiple Listing Service since 2005, which are all on our website, www.WeSellKeowee.com. Below are results for 2013 vs. 2012.

We made a move! We have joined **Keller Williams** because it has so much more to offer our clients, both buyers and sellers. Technology is a huge factor in marketing real estate today. This move enables us to market our properties on well over 350 websites, including international sites. We also took advantage of the luxury home program option available for Keller Williams' agents, which provides an online Luxury Home magazine. International buyers have the ability to read about our client's properties in their own language. Keller Williams has enjoyed stellar growth in the past few years and we felt like it was the brokerage to join after almost 10 years with a local brokerage.

The 2013 Lake Keowee Housing Market: Home Sales By Category: INTERIOR AND WATER FRONT 2013 VS 2012:

The interior home market has shown phenomenal growth year over year. The number of units closed are up by 48% and the average selling price increased 17.6%+-. Wow! Most of the growth is sourced in the Keowee Key interior home market and that table is included below. Also included are those homes under contract, or pending, at 12-31-13 compared to the prior year as well as the inventory levels at each year end. Inventory levels are actually down by 16 units, which is another good sign for a strengthening market. Also, look at the "Bank Owned" property numbers; also improved at the end of the 2013.

Patti & Gary - LAKE KEOWEE INTERIOR HOMES YTD 12-31-13 vs 12-31-12; Sold, Pending Sales & Active								
Status	Sold Price	Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own
Interior Homes Closed YTD 12-31-13:	37,900,662	41,079,783	92.3%	199	300,799	326,030	126	18
Interior Homes Closed YTD 12-31-12:	21,746,655	23,796,005	91.4%	229	255,843	279,953	85	10
Difference: CLOSED HOMES	16,154,007	17,283,778	0.9%	-30	44,956	46,077	41	8
Interior Homes PENDING @ 12-31-13:	NA	4,575,100	NA	277	NA	269,124	17	0
Interior Homes PENDING @ 12-31-12:	NA	2,727,504	NA	219	NA	303,056	9	2
Difference: PENDING @ YE	NA	1,847,596	NA	58	NA	-33,932	8	-2
Interior Homes ACTIVE @ 12-31-13:	NA	70,529,094	NA	271	NA	356,208	198	7
Interior Homes ACTIVE @ 12-31-12:	NA	77,069,532	NA	268	NA	360,138	214	12
Difference: ACTIVE @ YE	NA	-6,540,438	NA	3	NA	-3,930	-16	-5

Water front home sales did not quite hit last year's level for number of units closed being down 5.9%, but the average sales price has gone up by 9.03%. Finally! Aggressive Seller pricing is hard for buyers to resist!

Patti & Gary - LAKE KEOWEE WF HOMES YTD 12-31-13 vs 12-31-12; Sold, Pending Sales & Active								
Status	Sold Price	Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own
WF Homes Sold YTD 12-31-13:	92,115,981	101,226,498	91.0%	207	677,323	744,312	136	11
WF Homes Sold YTD 12-31-12:	89,232,126	100,475,999	88.8%	237	619,668	697,750	144	17
Difference: CLOSED SALES	2,883,855	750,499	2.2%	-30	57,656	46,562	-8	-6
WF Homes Pending @ 12-31-13:	NA	4,641,300	NA	260	NA	580,163	8	0
WF Homes Pending @ 12-31-12:	NA	10,741,401	NA	250	NA	976,491	11	1
Difference: Pending	NA	-6,100,101	NA	10	NA	-396,329	-3	-1
WF Homes Active @ 12-31-13:	NA	188,389,215	NA	242	NA	956,290	197	6
WF Home Active @ 12-31-12:	NA	173,923,214	NA	236	NA	873,986	199	6
Difference: Active	NA	14,466,001	NA	6	NA	82,304	-2	0

SUMMARY FOR TOTAL HOMES SOLD 2013 VS 2012: The total number of homes sold increased by 33 and the average sales price for these homes increased by \$11,335 per unit or 2.34%. The market is ascending once again.

The Cliffs Communities on Lake Keowee: There are a total of 5 communities: Cliffs Falls North, Cliffs Falls South, Cliffs at Keowee Springs, Cliffs Vineyards and Cliffs of Keowee. At 12-31-13, one interior home listed for \$829,000 was under contract and 21 interior homes were listed for sale at an average list price of \$833,000. No water front homes were pending closing at year end; 29 water front homes were listed at an average list price of \$1,953,052 and two are foreclosures.

Patti & Gary - THE CLIFFS HOMES YTD 12-31-13 vs 12-31-12; Sold, Pending Sales & Active								
Status	Sold Price	Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own
Int Homes Closed YTD 12-31-13:	9,998,900	11,183,800	89.4%	275	526,258	588,621	19	9
Int Homes Closed YTD 12-31-12:	4,862,000	5,300,900	91.7%	243	540,222	588,989	9	1
Difference:	5,136,900	5,882,900	-2.3%	32	-13,964	-368	10	8
WF Homes Closed YTD 12-31-13:	13,656,000	15,660,499	87.2%	203	1,241,455	1,423,682	11	2
WF Homes Closed YTD 12-31-12:	16,001,000	18,885,900	84.7%	281	1,066,733	1,259,060	15	4
Difference:	-2,345,000	-3,225,401	2.5%	-78	174,722	164,622	-4	-2
Total Homes Closed YTD 12-31-13:	23,654,900	26,844,299	88.1%	263	788,497	894,810	30	11
Total Homes Closed YTD 12-31-12:	20,863,000	24,186,800	86.3%	267	869,292	1,007,783	24	5
Difference:	2,791,900	2,657,499	1.8%	-4	-80,795	-112,973	6	6

The Reserve @ Lake Keowee: This gated community has also enjoyed a strong year with almost a tripling of homes closed compared to the prior year end. The average sales price is edging up as noted in the water front homes category. There were no pending home closings scheduled at year end in either category; there were 14 interior homes listed at an average list price of \$914,179 and 16 water front listed at an average list price of \$1,686,594.

THE RESERVE HOMES SOLD YTD 12-31-13 vs 12-31-12:								
Status	Sold Price	Asking Price	% Variance	Ave. DOM	Ave Sold Price	Ave List Price	Count	Bank Own
Int Homes Closed YTD 12-31-13:	4,351,800	4,443,800	97.9%	239	543,975	555,475	8	1
Int Homes Closed YTD 12-31-12:	0	0	0.0%	0	0	0	0	0
Difference:	4,351,800	4,443,800	97.9%	239	543,975	555,475	8	1
WF Homes Closed YTD 12-31-13:	10,680,000	12,477,000	85.6%	260	1,780,000	2,079,500	6	0
WF Homes Closed YTD 12-31-12:	5,714,000	7,188,000	79.5%	302	1,142,800	1,437,600	5	2
Difference:	4,966,000	5,289,000	6.1%	-42	637,200	641,900	1	-2
Total Homes Closed YTD 12-31-13:	15,031,800	16,920,800	88.8%	262	1,073,700	1,208,629	14	1
Total Homes Closed YTD 12-31-12:	5,714,000	7,188,000	79.5%	302	1,142,800	1,437,600	5	2
Difference:	9,317,800	9,732,800	9.3%	-40	-69,100	-228,971	9	-1

Keowee Key Home Sales: Per our MLS system, the following table reflects the past 5 years' comparison activity for all homes that closed; below those numbers are the pending & current inventory levels @ 12-31-13. There is no question that there is value in Keowee Key. In both interior and water front homes (condos and town homes included), we are ascending!

Keowee Key: 5 YR COMPARISON 2009 - 2013						
Status	Count	Ave Sold Price	Ave List Price	% Diff.	Ave. D.O.M.	Bank Own
Interior Keowee Key Homes Sold 2013:	54	213,626	231,316	92.4%	230	6
Interior Keowee Key Homes Sold 2012:	47	199,568	220,511	90.5%	246	7
Interior Keowee Key Homes Sold 2011:	48	218,421	243,521	89.7%	281	7
Interior Keowee Key Homes Sold 2010:	42	235,813	257,005	91.8%	295	5
Interior Keowee Key Homes Sold 2009:	31	257,004	282,529	91.0%	178	3

KEOWEE KEY WATER FRONT HOMES:						
WF Keowee Key Homes Sold 2013:	28	560,025	612,629	91.4%	257	1
WF Keowee Key Homes Sold 2012:	26	522,103	563,881	92.6%	298	0
WF Keowee Key Homes Sold 2011:	23	536,433	618,465	86.7%	229	0
WF Keowee Key Homes Sold 2010:	21	528,561	609,967	86.7%	212	0
WF Keowee Key Homes Sold 2009:	18	529,333	579,778	91.3%	193	1
KEOWEE KEY TOTAL HOMES:						
Total Keowee Key Homes Sold 2013:	82	331,909	361,520	91.8%	239	7
Total Keowee Key Homes Sold 2012:	73	314,443	342,807	91.7%	265	7
Total Keowee Key Homes Sold 2011:	71	321,439	364,982	88.1%	264	7
Total Keowee Key Homes Sold 2010:	63	333,395	374,658	89.0%	266	5
Total Keowee Key Homes Sold 2009:	49	357,043	391,722	91.1%	183	4
BELOW: UNDER CONTRACT & CURRENT INVENTORY LEVELS: YE 2013 vs 2012						
Int KK Pending @ 12-31-13:	11	NA	253,900	NA	347	0
Int KK Pending @ 12-31-12:	5	NA	199,600	NA	291	2
WF KK Pending @ 12-31-13:	1	NA	264,500	NA	276	0
WF KK Pending @ 12-31-12:	2	NA	529,450	NA	274	0
Int KK Active @ 12-31-13:	109	NA	225,933	NA	289	3
Int KK Active @ 12-31-12:	106	NA	225,724	NA	284	2
WF KK Active @ 12-31-13:	38	NA	670,153	NA	233	1
WF KK Active @ 12-31-12:	39	NA	597,479	NA	301	1
Total KK Active @ 12-31-13:	147	NA	340,765	NA	266	4
Total KK Active @ 12-31-12:	145	NA	325,714	NA	288	3

Additional Lake Keowee Communities include the Crescent Communities, which include Waterford Pointe, Waterford, Waterford Ridge, Wynward Pointe, Waterside Crossing, South Oak Point, Crestview, The Summit, East Shores, Beacon Shores, Emerald Pointe, Point Harbor I & II, Southwind, North Harbor, Cane Creek Landing, to name just a few. These are extremely popular because of their proximity to Clemson University and Seneca as well as the availability of excellent water. Other communities to consider are Keowee Bay, Keowee Harbours, Turtlehead, Bay Ridge, Port Santorini, Stoneledge, Harbor Pointe, Knots Landing and the Outer Banks. This is not the exhaustive list. Because of the hard work of a fellow agent, there is now a map available with all of the Lake Keowee Communities plotted as of this past summer. This map allows buyers an incredible opportunity to see where each neighborhood is located on Lake Keowee.

The Lake Keowee Lot Market: The first table is the SALES comparison for lots listed as "Lake Keowee" area year -end 2013 vs. 2012; more lots closed this year and the average sales price is beginning to improve: (this data was pulled January 4, 2014).

Patti & Gary's Lake Keowee LOTS Annual Sales Report YE 2013 vs 2012								
Status	Total Sold Price	Total Asking Price	% Variance	Ave. D.O.M.	Ave. Sold Price	Ave. List Price	Count	Bank Own
Interior Lots Closed YTD @ 12-31-2013:	2,577,000	3,122,750	82.5%	210	40,905	49,567	63	31
Interior Lots Closed YTD @ 12-31-2012:	3,563,879	4,314,748	82.6%	181	65,998	79,903	54	14
Difference: 2013 vs 2012:	-986,879	-1,191,998	-0.1%	29	-25,093	-30,336	9	17
WF Lots Closed YTD @ 12-31-2013:	34,817,050	40,974,185	85.0%	216	263,766	310,410	132	34
WF Lots Closed YTD @ 12-31-2012:	30,926,525	36,376,997	85.0%	245	273,687	321,920	113	25
Difference: 2013 vs 2012:	3,890,525	4,597,188	0.0%	-29	-9,921	-11,510	19	9
Total Lots Closed YTD @ 12-31-2013:	37,394,050	44,096,935	84.8%	214	191,764	226,138	195	65
Total Lots Closed YTD @ 12-31-2012:	34,490,404	40,691,745	84.8%	224	206,529	243,663	167	39
Difference: 2013 vs 2012:	2,903,646	3,405,190	0.0%	-10	-14,765	-17,525	28	26

This table reflects the comparison between the pending lots and the active listings per the MLS at 12-31-13 vs the prior year. Inventory available has decreased by 70 lots and the average listing price is stable. There are fewer foreclosure lots listed for sale.

BELOW: PENDING CLOSING @ 12-31-2013:	Total Sold Price	Total Asking Price	% Variance	Ave. D.O.M.	Ave. Sold Price	Ave. List Price	Count	Bank Own
Int Lots Pending @ 12-31-2013:	NA	286,900	NA	190	NA	95,633	3	2
Int Lots Pending @ 12-31-2012:	NA	148,000	NA	197	NA	74,000	2	0
Difference: 2013 vs 2012:	NA	138,900	NA	-7	NA	21,633	1	2
WF Lots Pending @ 12-31-2013:	NA	9,826,300	NA	276	NA	545,906	18	2
WF Lots Pending @ 12-31-2012:	NA	6,227,304	NA	354	NA	366,312	17	5
Difference: 2013 vs 2012:	NA	3,598,996	NA	-78	NA	179,594	1	-3
Total Lots Pending @ 12-31-2013:	NA	10,113,200	NA	466	NA	641,539	21	4
Total Lots Pending @ 12-31-2012:	NA	6,375,304	NA	354	NA	335,542	19	5
Difference: 2013 vs 2012:	NA	3,737,896	NA	112	NA	305,997	2	-1
BELOW: ACTIVE LOTS @ 12-31-2013:								
Int Lots Active @ 01-04-13:	NA	27,286,766	NA	369	NA	77,740	351	70
Int Lots Active @ 01-04-12:	NA	36,423,306	NA	341	NA	87,979	414	78
Difference: 2013 vs 2012:	NA	-9,136,540	NA	28	NA	-10,239	-63	-8
WF Active Lots @ 01-04-2013:	NA	135,712,548	NA	331	NA	352,500	385	40
WF Active Lots @ 01-04-2012:	NA	142,169,776	NA	330	NA	362,678	392	51
Difference: 2013 vs 2012:	NA	-6,457,228	NA	1	NA	-10,178	-7	-11
Total Active Lots @ 01-04-2013:	NA	162,999,314	NA	345	NA	221,466	736	110
Total Active Lots @ 01-04-2012:	NA	178,593,082	NA	334	NA	221,580	806	129
Difference: 2013 vs 2012:	NA	-15,593,768	NA	-11	NA	-114	-70	-19

The following are tables for Keowee Key lots, a combined table for The Cliffs & The Reserve Communities followed by a 5 year comparison for ALL Lake Keowee Lots:

Keowee KEY LOTS YE 2013, 2012 & 2011						
KEOWEE KEY						
Status	Count	Ave. Sold Price	Ave. List Price	% Vari.	Ave. D.O.M.	Bank Own
Int. Keowee Key Lots Sold 2013:	8	11,238	14,725	76.3%	144	1
Int. Keowee Key Lots Sold 2012:	8	7,988	13,100	61.0%	136	0
Int. Keowee Key Lots Sold 2011:	11	6,505	9,855	66.0%	273	0
WF Keowee Key Lots Sold 2013:	0	0	0	0%	0	0
WF Keowee Key Lots Sold 2012:	2	126,500	147,000	86%	177	0
WF Keowee Key Lots Sold 2011:	0	0	0	0%	0	0
Total Keowee Key Lots Sold 2013:	11	6,505	9,855	66.0%	273	0
Total Keowee Key Lots Sold 2012:	10	31,690	39,880	79.5%	126	0
Total Keowee Key Lots Sold 2011:	11	6,505	9,855	66.0%	273	0

KEOWEE KEY LOTS: The water front lots are lagging with none selling since January 2012. There are some very excellent water front lot opportunities within Keowee Key. The popular interior lots that sold in 2013 were almost all full amenity lots with one foreclosure lot with water access that closed. There are 66 interior lots listed for sale at an average list price of \$24,543. There are 11 water front lots listed at an average sales price of \$166,655.

The Cliffs/Reserve Combined LOTS: 2013, 2012, 2011						
Cliffs/Reserve Combined						
Status	Count	Ave. Sold Price	Ave. List Price	% Vari.	Ave. D.O.M.	Bank Own
Int. Cliffs/Reserve Sold YE 2013:	29	51,986	63,016	82.5%	269	21
Int. Cliffs/Reserve Sold YE 2012:	21	100,925	117,202	86.1%	161	11
Int. Cliffs/Reserve Sold YE 2011:	8	148,906	195,786	76.1%	479	6
WF Cliffs/Reserve Combined YE 2013:	48	380,420	449,021	84.7%	254	16
WF Cliffs/Reserve Combined YE 2012:	34	383,468	440,118	87.1%	236	10
WF Cliffs/Reserve Sold YE 2011:	21	374,105	432,040	86.6%	306	9
Total Cliffs/Reserve Combined YE 2013:	77	256,724	303,642	84.5%	214	37
Total Cliffs/Reserve Combined YE 2012:	55	275,588	316,823	87.0%	149	21
Total Cliffs/Reserve Sold YE 2012:	29	311,981	366,867	85.0%	785	15

The Cliffs' Communities has one interior lot, which is a foreclosure, pending at 12-31-2013 at a list price of \$229,900. There were 91 interior lots listed at an average price of \$137,374 at year end. There were four water front lots pending closing at an average list price of \$584,750 at year end; there were 99 water front lots for sale at an average list price of \$546,852 (includes 15 foreclosures). The Cliffs' sold 21 interior lots in 2013 at average sales price of \$51,138 (16 foreclosures) and 26 waterfront lots closed at an average sales price of \$353,535 (10 foreclosures).

The Reserve @ Lake Keowee sold 8 interior lots at an average list price of \$54,213 and 22 water front lots at \$412,193. A total of 11 foreclosures, with 5 interior and 6 water front. At year end, one interior lot was pending at list price of \$229,000. No water front lots were scheduled to close. There were 36 interior lots for sale at an average list price of \$100,439 (13 foreclosures); 44 water front lots listed at average list price of \$467,164 with (3 are foreclosures).

Patti & Gary's Lake Keowee LOTS Annual Sales Report YE 2013						
Status	Count	Ave. Sold Price	Ave. List Price	% Vari.	Ave. D.O.M.	Bank Own
Total SOLD Lake Keowee Interior Lots YE 2013:	63	40,905	49,567	82.5%	210	31
Total SOLD Lake Keowee Interior Lots YE 2012:	54	65,998	79,903	82.6%	182	14
Total SOLD Lake Keowee Interior Lots YE 2011:	37	55,532	72,046	77.1%	294	7
Total SOLD Lake Keowee Interior Lots YE 2010:	38	69,740	87,332	79.9%	216	NA
Total SOLD Lake Keowee Interior Lots YE 2009:	33	73,917	90,498	81.7%	236	NA
Total SOLD Lake Keowee WF lots YE 2013:	132	263,766	310,410	85.0%	216	34
Total SOLD Lake Keowee WF lots YE 2012:	113	273,687	321,920	85.0%	245	25
Total SOLD Lake Keowee WF lots YE 2011:	86	253,542	296,894	85.4%	247	15
Total SOLD Lake Keowee WF lots YE 2010:	83	252,961	294,459	85.9%	197	NA
Total SOLD Lake Keowee WF lots YE 2009:	45	633,632	707,078	89.6%	276	NA

SUMMARY LOTS: OVERALL LOT SALES ARE REBOUNDED WITH GROWTH EACH YEAR SINCE THE LOW BACK IN 2009. The average list price is not rebounded, though, due to the 65 foreclosures sold in 2013. There are still 110 foreclosures listed in the year end inventory, but it is lower than the prior year.

Patti & Gary's Lake Keowee LOTS Annual Sales Report YE 2013						
Status	Count	Ave. Sold Price	Ave. List Price	% Vari.	Ave. D.O.M.	Bank Own
Total SOLD Lake Keowee -ALL Lots YE 2013:	195	191,764	226,138	84.8%	214	65
Total SOLD Lake Keowee -ALL Lots YE 2012:	167	207,530	244,861	84.8%	225	38
Total SOLD Lake Keowee -ALL Lots YE 2011:	123	193,978	229,257	84.6%	261	22
Total SOLD Lake Keowee -ALL Lots YE 2010:	121	195,420	229,411	85.2%	203	NA
Total SOLD Lake Keowee -ALL Lots YE 2009:	78	396,829	446,217	88.9%	258	NA

All of 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 2013 activity: closed, under contract, and currently available. 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. These worksheets are not protected so that you, as a user, can do your own searching and scenarios. We just want to make it easy for folks that like to utilize their own parameters. In each of our Excel workbooks, there are individual sheets for The Cliffs/Reserve combined and Keowee Key as well as an individual sheet for all properties . The Email newsletter has the sheets attached; the website version does not. However, we will send to you upon request.

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,

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