



PATTI & GARY CASON GROUP
KELLER WILLIAMS REALTY
14TH ANNUAL LAKE KEOWEE NEWSLETTER
2018
WWW.WESELLKEOWEE.COM

January 8, 2019

Welcome to our 14th Annual Lake Keowee Newsletter! Oh, what a year it has been!

LAKE KEOWEE WATERFRONT HOME SALES YE 2018:

Composition of WF Home Sales:	% of Total Homes closed	Count	Avg Sold Price
Cliffs' Communities closed:	12.50%	27	1,662,996
Reserve WF Homes closed:	8.80%	19	1,483,195
Total Cliffs' & Reserve	21.30%	46	
Keowee Key: WF Homes & Condos:	15.28%	33	570,315
Total Cliffs' & Reserve & KK WF homes:	36.57%	79	
WF Homes Excluding Cliffs, Reserve, or KK:	63.43%	137	718,897
TOTAL HOMES CLOSED:	100.00%	216	881,440

This table represents the total sales of waterfront homes closed in 2018 in the major gated Lake Keowee neighborhoods offering golf, tennis, pickle-ball and fitness centers as well as those homes located outside of those communities.

The majority of the homes sold, 63.43%, are located in Crescent Communities and other lake communities, some which are gated.

This was the first decline in the past five years for units closed. Low inventory, higher sales prices, and interest rates combined to create a reduction of -11.57%. In 2018, 216 homes closed compared to a revised number of 241 in 2017. The Cliffs' Communities accounted for 12.50 % (27) of the total. The Reserve@Lake Keowee had 8.8% (19 homes), and Keowee Key 15.28% (33). The average sales price was up 24.01% year-over-year. The Cliffs' communities led the way with a 16.53% price increase coupled with a 35% growth in the number of homes sold. The Reserve experienced an average sales price decrease of -10.80% but the number of homes closed almost doubled, up 90%. Keowee Key enjoyed a 6% overall increase in sales price, but a -15.2% unit decline. The waterfront homes in the remaining communities averaged \$718,897 per home. Taken as a whole, the average sales price for all waterfront residences from the lowest to the highest priced averaged \$881,440. There were **22** "Pending" homes compared to 24 last year. Year-end inventory levels were **109** homes compared to 114 waterfront homes at the end of last year. Below are the tables followed by the 5-year charts for all of the waterfront residences closed in 2018.

WATERFRONT HOME TABLES 5-YR. COMPARISON SUMMARY:

Lake Keowee WF Homes YTD 12-31-18 comparison 2017, 2016, 2015, 2014										Price	Units
Status	Final Sold Price	Final Asking Price	% of Ask Price	Avg. D.O.M.	Avg. Sale Price	Avg. Ask Price	Count	Bank Own			
All WF Homes Sold YTD 12-31-2018:	190,390,939	202,974,592	93.8%	157	881,440	939,697	216	0		24.01%	-11.57%
All WF Homes Sold YTD 12-31-2017:	171,293,160	184,046,157	93.1%	122	710,760	763,677	241	5			
Difference:	19,097,779	18,928,435	0.7%	35	170,680	176,020	-25	-5			
All WF Homes Sold YTD 12-31-2016:	126,259,113	134,748,490	93.7%	170	647,483	691,018	195	2			
All WF Homes Sold YTD 12-31-2015:	115,865,950	125,928,538	92.0%	156	665,896	723,727	174	1			
All WF Homes Sold YTD 12-31-2014:	105,016,147	114,088,117	92.0%	195	648,248	704,248	162	7			
All WF Homes Pending @ 01-01-19:	NA	19,322,839	NA	205	NA	878,311	22	0			
All WF Homes Active @ 01-01-19:	NA	133,009,802	NA	188	NA	1,220,273	109	2			
The Cliffs WF Homes YTD 12-31-2018 comparison 2017, 2016, 2015, and 2014										16.53%	35.00%
Status	Final Sold Price	Final Asking Price	% of Ask Price	Avg. D.O.M.	Avg. Sale Price	Avg. Ask Price	Count	Bank Own			
Cliffs WF Homes Sold YTD 12-31-18:	44,900,900	48,915,000	91.8%	272	1,662,996	1,811,667	27	0			
Cliffs WF Homes Sold YTD 12-31-17:	28,542,620	32,091,640	87.9%	182	1,427,131	1,604,582	20	0			
Difference:	16,358,280	16,823,360	3.9%	90	235,865	207,085	7	0			
Cliffs WF Homes Sold YTD 12-31-16:	15,496,575	16,372,995	94.6%	240	1,033,105	1,091,533	15	0			
Cliffs WF Homes Sold YTD 12-31-15:	17,678,997	19,863,000	89.0%	246	1,964,333	2,207,000	9	0			
Cliffs WF Homes Sold YTD 12-31-14:	19,408,998	22,117,494	87.8%	353	1,386,357	1,579,821	14	2			
Cliffs WF Homes Pending @ 01-01-19:	NA	2,195,000	NA	337	NA	2,195,000	1	0			
Cliffs WF Homes Active @ 01-01-19:	NA	43,331,000	NA	288	NA	1,883,957	23	1			
The Reserve WF Homes YTD 12-31-2018 comparison to 2017, 2016, 2015, 2014, 2013										-10.80%	90.00%
Status	Final Sold Price	Final Asking Price	% of Ask Price	Avg. D.O.M.	Avg. Sale Price	Avg. Ask Price	Count	Bank Own			
Reserve WF Homes Sold YTD 12-31-18:	28,180,712	30,713,800	91.8%	271	1,483,195	1,616,516	19	0			
Reserve WF Homes Sold YTD 12-31-17:	16,434,000	19,287,000	85.2%	183	1,643,400	1,928,700	10	0			
Difference:	11,746,712	11,426,800	6.5%	88	-160,205	-312,184	9	0			
Reserve WF Homes Sold YTD 12-31-16:	6,900,350	7,512,000	91.9%	253	1,380,070	1,502,400	5	0			
Reserve WF Homes Sold YTD 12-31-15:	11,774,000	13,037,000	90.3%	85	1,471,750	1,629,625	8	0			
Reserve WF Homes Sold YTD 12-31-14:	6,928,998	7,616,898	91.0%	264	1,154,833	1,269,483	6	2			
Reserve WF Homes Pending @ 01-01-19:	NA	1,798,839	NA	337	NA	1,798,839	1	0			
Reserve WF Homes Active @ 01-01-19:	NA	25,707,530	NA	193	NA	1,977,502	13	1			
KK WF Homes YTD 12-31-2018 comparison 2017, 2016, 2015, 2014, 2013										6.0%	-15.2%
Status	Final Sold Price	Final Asking Price	% of Ask Price	Avg. D.O.M.	Avg. Sale Price	Avg. Ask Price	Count	Bank Own			
KK WF Homes Sold YTD 12-31-2018:	18,820,400	19,801,100	95.0%	136	570,315	600,033	33	0			
KK WF Homes Sold YTD 12-31-2017:	20,437,124	21,630,899	94.5%	131	537,819	569,234	38	0			
Difference:	-1,616,724	-1,829,799	0.6%	5	32,496	30,799	-5	0			
KK WF Homes Sold YTD 12-31-2016:	18,350,560	19,604,900	93.6%	202	509,738	544,581	36	0			
KK WF Homes Sold YTD 12-31-2015:	17,842,500	19,314,399	92.4%	206	509,786	551,840	35	1			
KK WF Homes Sold YTD 12-31-2014:	15,800,300	17,125,300	92.3%	260	493,759	535,166	32	1			
KK WF Homes Pending @ 01-01-19:	NA	1,359,500	NA	22	NA	679,750	2	0			
KK WF Homes Active @ 01-01-19:	NA	7,603,700	NA	124	NA	691,245	11	0			

Below are the charts for "All" waterfront homes followed by The Cliffs', The Reserve@Lake Keowee, and Keowee Key for both the "Average Sales & Ask Price" and the units or "count" for the waterfront residences that closed during 2018:



LAKE KEOWEE INTERIOR, HOME SALES YE 2018:

Composition of INTERIOR Home Sales:	% of Total Homes Closed	Count	Avg Sold Price
Cliffs' Communities Interior Homes Closed:	6.55%	15	734,873
Reserve Interior Homes closed:	2.18%	5	780,600
Total Cliffs' & Reserve Combined Interior Homes Closed:	8.73%	20	
Keowee Key Interior Homes (Including Condos;):	53.71%	123	208,659
Total Cliffs' & Reserve & KK Interior homes closed:	62.45%	143	
All Other Interior Homes Excluding Cliffs, Reserve, and KK:	37.55%	86	313,920
TOTAL HOMES CLOSED:	100.00%	229	295,145

This table represents the total sales of interior homes closed in 2018 in the major gated Lake Keowee neighborhoods offering golf, tennis, pickle-ball and fitness centers as well as those homes located outside of those communities.

The majority of the homes sold, 53.71%, are located in Keowee Key.

There was a 15.66% increase in the number of interior homes closed in 2018 over 2017. The average sales price per home increased 8.46%. The Cliffs' communities represented 6.55%, The Reserve@Lake Keowee represented 2.18% while Keowee Key represented 53.71% of the total home sales. There were 16 "pending" homes scheduled to close compared to 27 last year. The inventory levels continued to decrease by -54 homes with the inventory standing at 70 at year-end. Last year it was 124. Inventory levels have been declining since the end of 2014 when they were as high as 211 and falling to 177 homes at the end of 2015 and then to 153 homes at the end of 2016. The Cliffs' communities had the biggest improvement with a 50% increase in number of homes sold coupled with an average sales price increase of 13.25%. The Reserve saw a nice average sales price increase of 7.15% while closed unit volume was down -80%. Keowee Key was down -4.88% in number of homes sold and flat as to final sales price. The average sales price for homes outside of the gated, amenity communities was \$313,920 for interior homes.

The tables below show the 5-year comparison for Average Sales vs. Ask Price as well as the Count, which represents the number of homes closed. We begin with "All" of the Lake Keowee interior homes followed by the Cliffs', The Reserve@Lake Keowee, and Keowee Key. The charts follow.

This first table represents "All" of the interior homes in the Lake Keowee communities and it includes the year ending 2013. The remaining charts do not include the year-ending 2013.

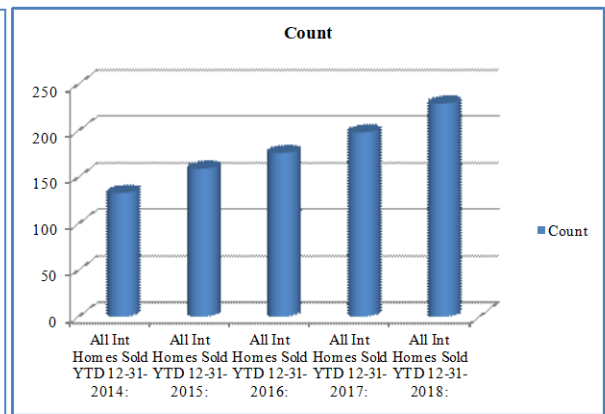
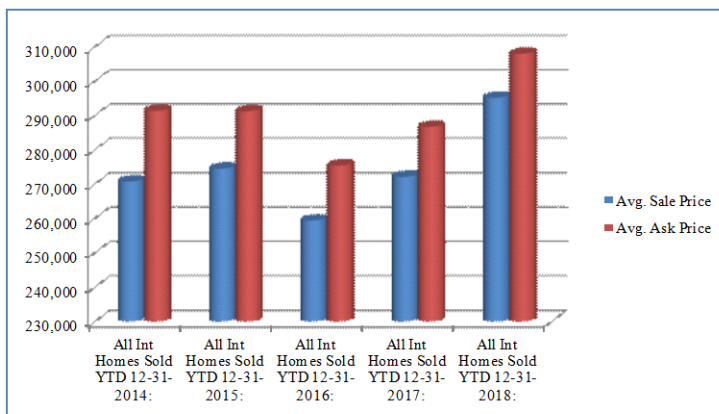
Lake Keowee Interior Homes YTD 12-31-2018, 2017, 2016, 2015, 2014, 2013										Price	Units
Status	Final Sold Price	Final Asking Price	% of Ask Price	Avg. DOM	Avg. Sale Price	Ave. Ask Price	Count	Bank Own			
All Int Homes Sold YTD 12-31-2018:	67,588,314	70,525,146	95.8%	158	295,145	307,970	229	4			
All Int Homes Sold YTD 12-31-2017:	53,881,081	56,771,818	94.9%	130	272,127	286,726	198	3			
Difference:	13,707,233	13,753,328	0.9%	28	23,019	21,244	31	1	8.46%	15.66%	
All Int Homes Sold YTD 12-31-2016:	45,663,676	48,471,524	94.2%	154	259,453	275,406	176	14			
All Int Homes Sold YTD 12-31-2015:	43,649,745	46,305,968	94.3%	186	274,527	291,233	159	13			
All Int Homes Sold YTD 12-31-2014:	36,015,068	38,749,799	92.9%	207	270,790	291,352	133	16			
All Int Homes Sold YTD 12-31-2013:	37,900,662	41,079,783	92.3%	198	300,799	326,030	126	18			
All Int Homes Pending @ 01-03-19:	NA	4,721,099	NA	181	NA	295,069	16	0			
All Int Homes Active @ 01-03-19:	NA	40,632,100	NA	215	NA	580,459	70	2			

The Cliffs Interior Homes YTD 12-31-2018 comparison 2017, 2016, 2015, and 2014										Price	Units
Status	Final Sold Price	Final Asking Price	% of Ask Price	Avg. D.O.M.	Avg. Sale Price	Avg. Ask Price	Count	Bank Own			
Cliffs INT Homes Sold YTD 12-31-18:	11,023,100	11,713,182	94.1%	258	734,873	780,879	15	0	13.25%	50.00%	
Cliffs INT Homes Sold YTD 12-31-17:	6,488,900	6,866,900	94.5%	340	648,890	686,690	10	2			
Difference:	4,534,200	4,846,282	-0.4%	-82	85,983	94,189	5	-2			
Cliffs INT Homes Sold YTD 12-31-16:	9,620,720	10,365,008	92.8%	222	601,295	647,813	16	2			
Cliffs INT Homes Sold YTD 12-31-15:	4,775,504	5,139,504	92.9%	504	596,938	642,438	8	1			
Cliffs INT Homes Sold YTD 12-31-14:	3,951,000	4,315,904	91.5%	305	493,875	539,488	8	4			
Cliffs INT Homes Pending @ 01-01-19:	NA	0	NA	337	NA	0	0	0			
Cliffs INT Homes Active @ 01-01-19:	NA	13,077,300	NA	349	NA	817,331	16	0			

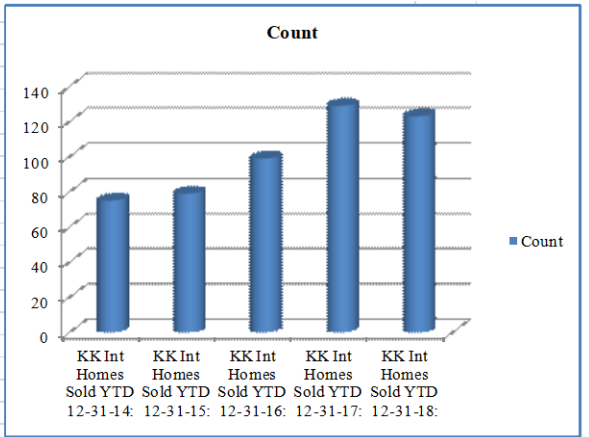
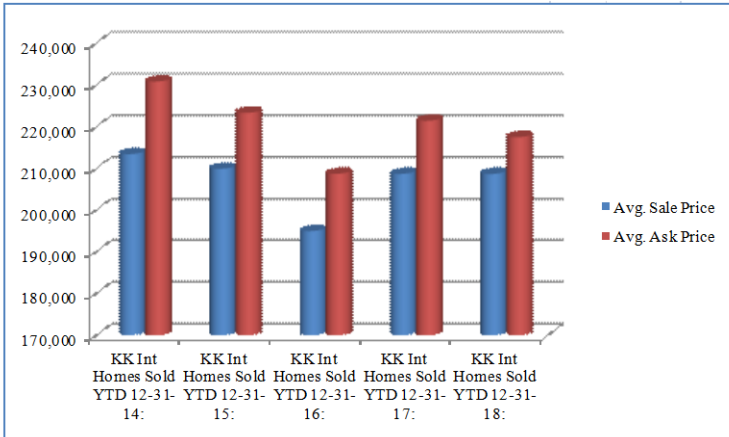
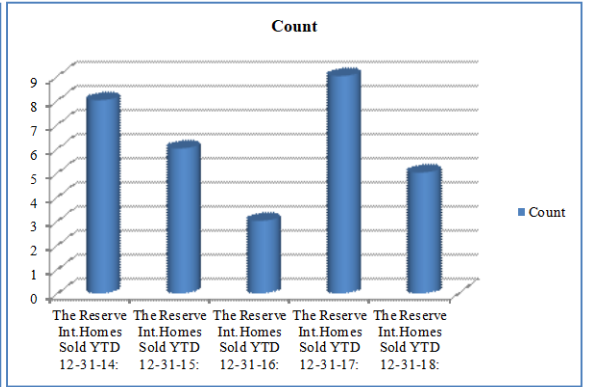
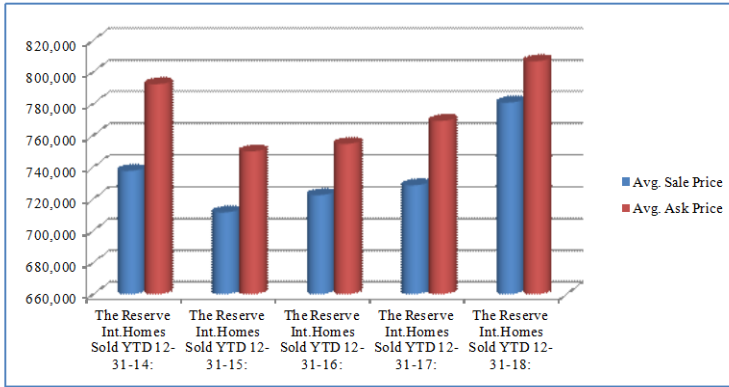
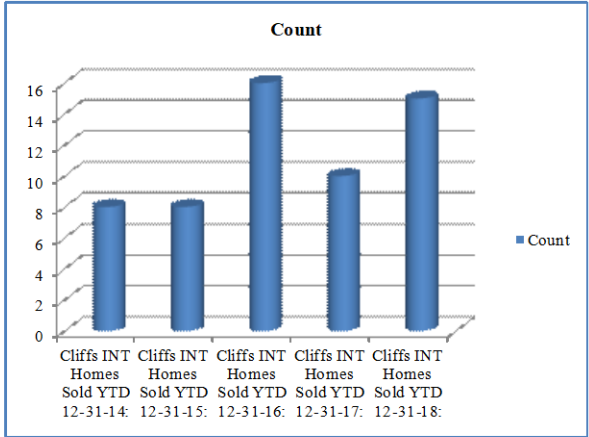
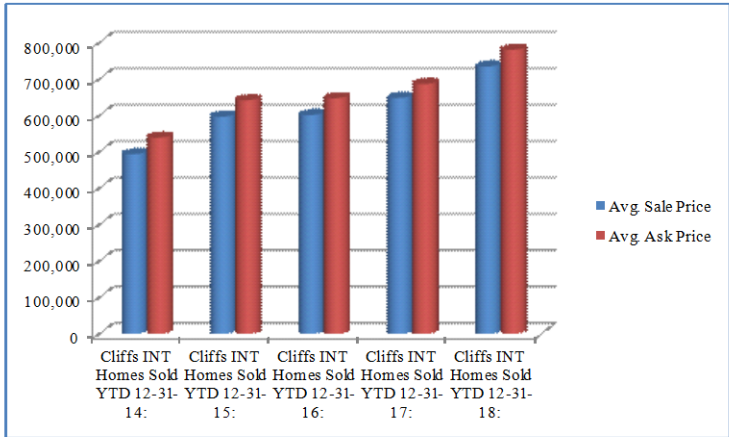
The Reserve Interior Homes YTD 12-31-2018 comparison 2017, 2016, 2015, 2014										Price	Units
Status	Final Sold Price	Final Asking Price	% of Ask Price	Avg. D.O.M.	Avg. Sale Price	Avg. Ask Price	Count	Bank Own			
The Reserve Int.Homes Sold YTD 12-31-18:	13,903,000	4,033,500	96.8%	194	780,600	806,700	5	0	7.15%	-80.00%	
The Reserve Int.Homes Sold YTD 12-31-17:	16,556,500	6,921,792	94.7%	216	728,500	769,088	9	0			
Difference:	-2,653,500	-2,888,292	2.0%	-22	52,100	37,612	-4	0			
The Reserve Int.Homes Sold YTD 12-31-16:	12,166,999	2,263,899	95.7%	399	722,333	754,633	3	0			
The Reserve Int.Homes Sold YTD 12-31-15:	14,268,502	4,499,250	94.9%	190	711,417	749,875	6	1			
The Reserve Int.Homes Sold YTD 12-31-14:	15,900,784	6,337,704	93.1%	319	737,598	792,213	8	1			
The Reserve Int. Homes Pending @ 01-01-19:	NA	749,000	NA	297	NA	749,000	1	0			
The Reserve Int. Homes Active @ 01-01-19:	NA	12,605,700	NA	264	NA	900,407	14	0			

Keowee Key Interior Homes YTD 12-31-18, 2017, 2016, 2015, 2014, 2013										Price	Units
Status	Final Sold Price	Final Asking Price	% of Ask Price	Avg. DOM	Avg. Sale Price	Avg. Ask Price	Count	Bank Own			
KK Int Homes Sold YTD 12-31-18:	25,665,114	26,748,590	95.9%	174	208,659	217,468	123	6	0.00%	-4.88%	
KK Int Homes Sold YTD 12-31-17:	26,919,331	28,560,823	94.3%	132	208,677	221,402	129	1			
Difference:	-1,254,217	-1,812,233	1.7%	42	-18	-3,934	-6	5			
KK Int Homes Sold YTD 12-31-16:	19,303,571	20,662,421	93.4%	158	194,986	208,711	99	6			
KK Int Homes Sold YTD 12-31-15:	16,581,601	17,639,900	94.0%	195	209,894	223,290	79	6			
KK Int Homes Sold YTD 12-31-14:	16,006,650	17,310,400	92.5%	206	213,422	230,805	75	7			
KK Int. Homes Pending @ 01-01-19:	NA	2,674,199	NA	183	NA	222,850	12	0			
KK Int. Homes Active @ 01-01-19:	NA	6,524,400	NA	127	NA	283,670	23	2			

These are the charts for the 5-YR comparison beginning with "All" of the interior homes:

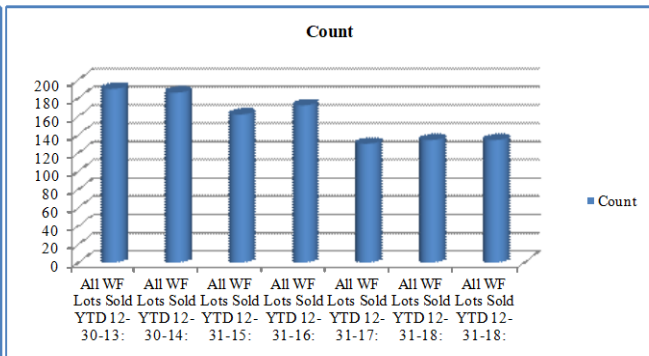
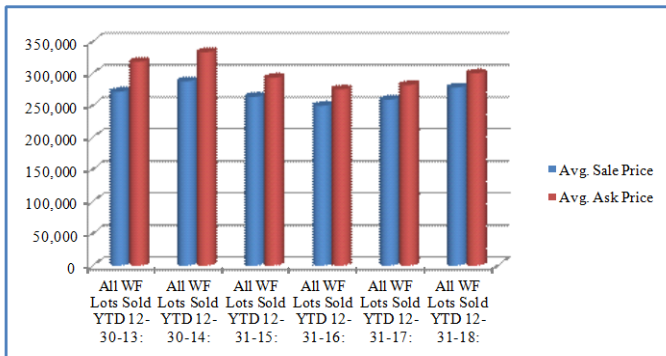


The Cliffs' Communities, The Reserve@Lake Keowee and Keowee Key charts follow:



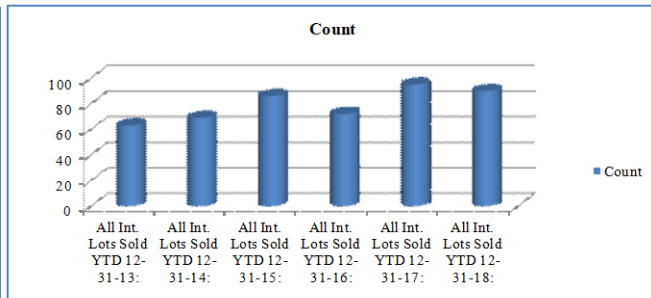
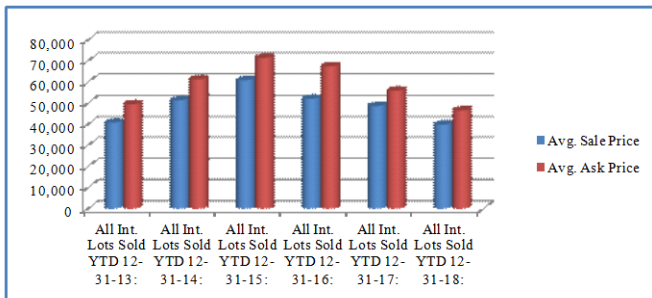
ALL LAKE KEOWEE WATERFRONT LOTS/HOMESITES ACTIVITY: 6-YR COMPARISON: We begin with "All" waterfront home sites followed by separate tables for The Cliffs', The Reserve, and Keowee Key. Prices are up 7.3% and units closed increased by 2.15%. Each of the gated communities highlighted below increased over 2017. Keowee Key had no waterfront lots/homesites sold last year and this year there were 4. The charts for "All Waterfront Lots/Homesites" and "Count" shows the price bars as well as the units sold for years 2013 - 2018.

Lake Keowee WF Lots YTD 12-31-2018 comparison 2017, 2016, 2015, 2014, 2013										Price %	Unit %
Status	Final Sold Price	Final Asking Price	Avg. Sale Price	Avg. Ask Price	% of Ask Price	Avg. D.O.M.	Count	Bank Own			
All WF Lots Sold YTD 12-31-18:	52,776,436	57,010,674	277,771	300,056	92.6%	232	190	5		7.30%	2.15%
All WF Lots Sold YTD 12-31-17:	48,149,656	52,368,989	258,869	281,554	91.9%	272	186	9			
Difference:	4,626,780	4,641,685	18,902	18,502	0.6%	-40	4	-4			
All WF Lots Sold YTD 12-31-16:	40,361,801	44,544,459	249,147	274,966	90.6%	215	162	7			
All WF Lots Sold YTD 12-31-15:	45,282,000	50,382,800	263,267	292,923	89.9%	253	172	30			
All WF Lots Sold YTD 12-30-14:	37,390,300	43,268,800	287,618	332,837	86.4%	236	130	22			
All WF Lots Sold YTD 12-30-13:	36,357,050	42,624,185	271,321	318,091	85.3%	216	134	34			
All Pending WF Lots @ 01-06-18:	NA	6,065,600	NA	379,100	NA	356	16	0			
All Active WF Lots @ 01-06-18:	NA	100,841,894	NA	298,349	NA	302	338	6			
Cliffs' Communities WF Lots YTD 12-31-2018 comparison 2017, 2016, 2015, 2014, 2013											
Status	Final Sold Price	Final Asking Price	Avg. Sale Price	Avg. Ask Price	% of Ask Price	Avg. D.O.M.	Count	Bank Own			
Cliffs' WF Lots Sold YTD 12-31-18:	20,567,000	22,134,574	467,432	503,059	92.9%	261	44	2			
Cliffs' WF Lots Sold YTD 12-31-17:	11,985,500	13,023,797	374,547	406,994	92.0%	336	32	3			
Difference:	8,581,500	9,110,777	92,885	96,065	0.9%	-75	12	-1			
Cliffs' WF Lots Sold YTD 12-31-16:	10,408,900	11,723,100	371,746	418,682	88.8%	349	28	5			
Cliffs' WF Lots Sold YTD 12-31-15:	17,087,400	18,724,200	379,720	416,093	91.3%	279	45	10			
Cliffs' WF Lots Sold YTD 12-31-14:	14,953,900	17,227,400	467,309	538,356	86.8%	411	32	8			
Cliffs' WF Lots Sold YTD 12-31-13:	9,891,900	11,938,085	366,367	442,151	82.9%	140	27	10			
Cliffs' Pending WF Lots @ 01-06-19:	NA	2,268,000	NA	567,000	NA	233	4	0			
Cliffs' Active WF Lots @ 01-06-19:	NA	35,040,832	NA	438,010	NA	334	80	3			
The Reserve@Lake Keowee WF Lots YTD 12-31-2018 comparison 2017, 2016, 2015, 2014, 2013										-20.56%	38.46%
Status	Final Sold Price	Final Asking Price	Avg. Sale Price	Avg. Ask Price	% of Ask Price	Avg. D.O.M.	Count	Bank Own			
Reserve WF Lots Sold YTD 12-31-18:	6,129,800	6,861,700	340,544	381,206	89.3%	191	18	2			
Reserve WF Lots Sold YTD 12-31-17:	5,337,456	6,039,199	410,574	464,554	88.4%	248	13	1			
Difference:	792,344	822,501	-70,029	-83,348	1.0%	-57	5	1			
Reserve WF Lots Sold YTD 12-31-16:	3,972,500	4,376,000	441,389	486,222	90.8%	140	9	0			
Reserve WF Lots Sold YTD 12-31-15:	5,345,800	6,049,000	411,215	465,308	88.4%	209	13	2			
Reserve WF Lots Sold YTD 12-31-14:	3,010,000	3,534,400	250,833	294,533	85.2%	183	12	2			
Reserve WF Lots Sold YTD 12-31-13:	9,068,250	10,314,900	412,193	468,859	87.9%	140	22	6			
Reserve WF Pending Lots @ 01-06-19:	NA	1,614,800	NA	538,267	NA	676	3	0			
Reserve Active WF Lots @ 01-06-19:	NA	25,000,485	NA	480,779	NA	261	52	1			
Keowee Key WF Lots YTD 12-31-2018 comparison 2017, 2016, 2015, 2014, 2013										100%	100%
Status	Final Sold Price	Final Asking Price	Ave Sale Price	Ave Ask Price	% of Ask Price	Ave. D.O.M.	Count	Bank Own			
KK WF Lots Sold YTD 12-31-18:	385,500	403,500	96,375	100,875	389.8%	251	4	0			
KK WF Lots Sold YTD 12-31-17:	0	0	0	0	0.0%	0	0	0			
Difference:	385,500	403,500	96,375	100,875	389.8%	251	4	0			
KK WF Lots Sold YTD 12-31-16:	508,500	547,900	101,700	109,580	92.8%	71	5	0			
KK WF Lots Sold YTD 12-31-15:	377,500	468,400	94,375	117,100	80.6%	428	4	0			
KK WF Lots Sold YTD 12-31-14:	110,000	175,000	110,000	175,000	62.9%	433	1	0			
KK WF Lots Sold YTD 12-31-13:	0	0	0	0	0.0%	0	0	0			
KK Pending WF Lots @ 01-06-19:	NA	45,000	NA	NA	NA	491	2	0			
KK Active WF Lots @ 01-06-19:	NA	744,900	NA	124,150	NA	260	6	0			



ALL LAKE KEOWEE INTERIOR LOTS/HOMESITES: 6-YR COMPARISON. The first table is the entire group of interior homesites followed by the subsets for The Cliffs', The Reserve@Lake Keowee, and Keowee Key.

Lake Keowee Interior Lots YTD 12-31-2018 comparison 2017, 2016, 2015, 2014, 2013										Price %	Unit %
	Final Sold Price	Final Asking Price	Avg. Sale Price	Avg. Ask Price	% of Ask Price	Avg. D.O.M.	Count	Bank Own			
All Int. Lots Sold YTD 12-31-18:	3,588,950	4,198,311	39,877	46,648	85.5%	249	90	7			
All Int. Lots Sold YTD 12-31-17:	4,626,880	5,323,898	48,704	56,041	86.9%	252	95	9			
Difference:	-1,037,930	-1,125,587	-8,827	-9,393	-1.4%	-3	-5	-2	-22.13%	-5.56%	
All Int. Lots Sold YTD 12-31-16:	3,756,429	4,867,411	52,173	67,603	77.2%	244	72	11			
All Int. Lots Sold YTD 12-31-15:	5,243,905	6,157,989	60,976	71,605	85.2%	386	86	26			
All Int. Lots Sold YTD 12-31-14:	3,553,112	4,233,827	51,494	61,360	83.9%	342	69	26			
All Int. Lots Sold YTD 12-31-13:	2,577,000	3,122,750	40,905	49,567	82.5%	216	63	31			
All Int. Lots Pending @ 01-06-19:	NA	201,799	NA	25,225	NA	1,771	8	0			
All Int. Lots Active @ 01-06-19:	NA	18,849,860	NA	59,651	NA	376	316	9			
Cliffs' Communities Int Lots YTD 12-31-2018 comparison 2017, 2016, 2015, 2014, 2013											
	Final Sold Price	Final Asking Price	Avg. Sale Price	Avg. Ask Price	% of Ask Price	Avg. D.O.M.	Count	Bank Own			
Cliffs' Int. Lots Sold YTD 12-31-18:	1,170,050	1,501,047	58,503	75,052	77.9%	263	20	4			
Cliffs' Int. Lots Sold YTD 12-31-17:	1,958,331	2,290,400	63,172	73,884	85.5%	318	31	8			
Difference:	-788,281	-789,353	-4,669	1,168	-7.6%	-55	-11	-4	-7.98%	-55.00%	
Cliffs' Int. Lots Sold YTD 12-31-16:	1,980,499	2,675,972	110,028	148,665	74.0%	360	18	2			
Cliffs' Int. Lots Sold YTD 12-31-15:	2,482,495	2,698,400	146,029	158,729	92.0%	326	17	8			
Cliffs' Int. Lots Sold YTD 12-31-14:	1,822,024	2,172,100	72,881	86,884	83.9%	411	25	14			
Cliffs' Int. Lots Sold YTD 12-31-13:	1,073,900	1,308,550	51,138	62,312	82.1%	243	21	16			
Cliffs' Int. Lots Pending @ 01-06-19:	NA	0	NA	NA	NA	NA	0	0			
Cliffs' Int. Lots Active @ 01-06-19:	NA	7,485,300	NA	124,755	NA	423	60	2			
The Reserve@Lake Keowee Int. Lots YTD 12-31-2018 comparison 2017, 2016, 2015, 2014, 2013											
	Final Sold Price	Final Asking Price	Avg. Sale Price	Avg. Ask Price	% of Ask Price	Avg. D.O.M.	Count	Bank Own			
Reserve Int. Lots Sold YTD 12-31-18:	287,900	340,900	47,983	56,817	84.5%	345	6	0			
Reserve Int. Lots Sold YTD 12-31-17:	252,750	273,750	42,125	45,625	92.3%	349	6	0			
Difference:	35,150	67,150	5,858	11,192	-7.9%	-4	0	0	13.91%	0.00%	
Reserve Int. Lots Sold YTD 12-31-16:	501,500	639,900	55,722	71,100	78.4%	282	9	0			
Reserve Int. Lots Sold YTD 12-31-15:	704,600	848,900	88,075	106,113	83.0%	230	8	1			
Reserve Int. Lots Sold YTD 12-31-14:	500,000	599,200	50,000	59,920	83.4%	318	10	4			
Reserve Int. Lots Sold YTD 12-31-13:	433,700	518,900	54,213	64,863	83.6%	292	8	5			
Reserve Int. Lots Pending @ 01-06-19:	NA	0	NA	0	NA	0	0	0			
Reserve Int. Lots Active @ 01-06-19:	NA	2,244,100	NA	70,128	NA	300	32	3			
Keowee Key Int. Lots YTD 12-31-2018 comparison 2017, 2016, 2015, 2014, 2013											
	Final Sold Price	Final Asking Price	Avg. Sale Price	Avg. Ask Price	% of Ask Price	Avg. D.O.M.	Count	Bank Own			
KK Int. Lots Sold YTD 12-31-18:	268,000	295,175	19,143	21,084	90.8%	249	14	1			
KK Int. Lots Sold YTD 12-31-17:	116,749	175,549	12,972	19,505	66.5%	201	9	1			
Difference:	151,251	119,626	6,171	1,578	24.3%	48	5	0	47.57%	55.56%	
KK Int. Lots Sold YTD 12-31-16:	48,350	71,899	8,058	11,983	67.2%	172	6	1			
KK Int. Lots Sold YTD 12-31-15:	40,600	50,000	8,120	10,000	81.2%	649	5	0			
KK Int. Lots Sold YTD 12-31-14:	89,500	111,200	14,917	18,533	80.5%	85	6	0			
KK Int. Lots Sold YTD 12-31-13:	81,400	109,300	11,629	15,614	74.5%	114	7	1			
KK Int. Lots Pending @ 01-07-19:	NA	68,500	NA	17,125	NA	312	4	0			
KK Int. Lots Active @ 01-07-19:	NA	1,734,790	NA	20,901	NA	386	83	0			



SUMMARY OF INTERIOR LOT ACTIVITY: This year was off from last year with both prices and number of lots closed down by -22.13% and -5.56% respectively. The Cliffs' Communities were down as well in both categories. Both The Reserve@Lake Keowee and Keowee Key saw improved activity in 2018. Both The Cliffs' and The Reserve sold lots at \$1,000. We have a wonderful interior lot in Waterside Crossing for only \$33,000 with a deep water boat slip. The slip alone is worth \$15,000. That is a true value.

THIS IS WHO WE ARE: We are considered experts in our area. We built a team who excel at what we do, which is to sell Lake Keowee homes and homesites, primarily. Our team, known as the Patti & Gary Cason Group, is focused on you. We are laser focused on commitment, communication, coordination of efforts, the contribution of knowledge, and closing your transaction whether you are our buyer or our seller. We led our entire Western Upstate Association of Realtors in the total number of transactions for the year ending 2018 closing 132 properties up from 120.5 properties in 2017. We closed 61 and 50 more transactions, respectively than our nearest competitor. We work for the number #1 brokerage in Upstate South Carolina, Keller Williams Realty.

Our website, www.WeSellKeowee.com, which has been operational since 2004, is constantly being re-designed for the real estate home buyers that use mobile applications. We also benefit from Keller Williams Realty websites and its "App" which allows you to view all listed properties. Just click on the "app" and once you download it to your mobile device drive through any area of interest and "all: the listed properties regardless of brokerage will display on your smart device. You will find it in the Keller Williams App store. Even Zillow's is not as good as the Keller William App.

LOOK FOR OUR NEW SIGN on our property next to the Subway across from the maintenance gate entrance to Keowee Key on Hwy. 130 and for our electronic billboard that is coming soon to the intersection at Old Clemson Highway and Hwy. 123.

LAKE KEOWEE is approximately 26 miles long and is comprised of all types of neighborhoods, some gated and some not. You want an expert to navigate the real estate transaction process for you. There are three communities that offer extensive amenities: 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, we attempt to highlight the market share that these communities have.

EXCEL SPREADSHEETS: 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 spreadsheets are available to you in 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@gmail.com. If you receive this and wish to be removed from the distribution list, please email me and I will remove your name. We do have a number of email accounts and your name may appear in more than one of them. There are four main Excel spreadsheets for all of the sales during the year. If you want specific subdivision information, please click on the FILTER over the subdivision column and a drop-down box allows you to search by individual subdivision or combined subdivisions. It is a great feature. If you want help with that, I am happy to talk with you.

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 it on. This is not intended to be a solicitation!

We would appreciate if you would inform us if you detect any unintentional errors!

Enjoy the lake!

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

Renee Baxter, David Vandeputte, Cindy Johnson Andrews, Dean Bare

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Gary & Patti Cason, Cindy Johnson Andrews, David Vandeputte, Renee Baxter.
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