

January 8, 2020

15th Annual 2019 YEAR-END LAKE KEOWEE NEWSLETTER 6-YR COMPARISON

Welcome to our comprehensive Lake Keowee year-end 2019 newsletter. At the end of the 3rd quarter, it appeared that our market was losing a little steam compared to 2018. However, the last quarter roared as you can see in the tables and charts below.

The Cason Group had its best year ever. With David Vandeputte heading up our operations in The Cliffs' communities, Renee Baxter providing expert buyers' assistance, and Melissa Cason-Custer, Gary and Patti Cason providing service on all levels, we closed 137 transactions this year totaling \$60,899,651. We advertise that we have sold the most properties in our market from 2015 through 2019 and our hope is that you will consider us the go-to-people when you think about buying or selling your Lake Keowee properties.

As we noted in our September 2019 newsletter, we follow the trend lines. We have been producing a Lake Keowee newsletter for the past 15 years for our benefit as well as our readers'. The information that follows is meant to provide insight into the current market for Lake Keowee properties as well as where the sales are taking place, what is happening to prices for properties, and what is the interest level for owning properties on Lake Keowee.

The table immediately below is the waterfront home sales during 2019. We breakdown sales in the large gated communities of The Cliffs, which includes four communities on Lake Keowee, followed by The Reserve@Lake Keowee and Keowee Key. We provide the market share for those communities as a percentage of the total sales. We hope this as well as the following tables and charts are a valuable visual aid for all buyers and sellers in this amazing Lake Keowee market!

| YEAR-END 2019 Composition of WF Home Sales: | % of Total Homes closed | Count of Homes Closed | Avg. Sold Price | Count of Homes Pending | Pending Avg. Asking Price | Count of Homes Active | Active Avg. Asking Price |
|------------------------------------------------|-------------------------------|--------------------------------|--------------------|------------------------------|------------------------------------|-----------------------|-----------------------------------|
| | | | | | | | |
| Cliffs' Communities WF Homes Closed: | 10.13% | 23 | 1,620,587 | 3 | 1,883,333 | 24 | 1,823,417 |
| Reserve WF Homes Closed: | 3.52% | 8 | 1,603,980 | 1 | 1,499,685 | 18 | 2,184,649 |
| Total Cliffs' & Reserve WF Homes Closed: | 13.65% | 31 | 1,616,301 | 4 | 1,787,421 | 42 | 1,978,231 |
| Keowee Key WF Homes & Condo Closed: | 14.10% | 32 | 624,281 | 3 | 815,667 | 14 | 548,896 |
| Total Cliffs' & Reserve & KK WF Homes: | 27.75% | 63 | 1,065,746 | 7 | 1,366,733 | 56 | 1,627,207 |
| | | | | | | | |
| WF Homes Excluding Cliffs, Reserve, or KK | 72.25% | 164 | 773,085 | 18 | 1,024,094 | 53 | 910,615 |
| TOTAL WATERFRONT HOMES CLOSED: | 100.00% | 227 | 867,261 | 25 | 1,121,215 | 109 | 1,275,531 |

CHARTS FOR THE WATERFRONT HOMES: ALL HOMES, THE CLIFFS', THE RESERVE, KEOWEE KEY



SUMMARY OF ALL WATERFRONT HOME SALES: All of the charts above display the 6-year trend for both average "sold price" and average "asking price" and the number of homes sold for the <u>total</u> waterfront homes followed by The Cliffs, The Reserve@Lake Keowee, and Keowee Key. The highest-priced waterfront home sold this year on Lake Keowee was in Wynward Pointe III and sold for \$3,500,000. The second highest was our sale in The Cliffs Falls South for \$3,450,000 which was listed and closed in 58 days.

The table below reflects the last six years of total sales volume for waterfront homes. The tables also reflect the difference by percentage between the "final sold" and the "final ask" price, the average days on market (D.O.M.), the average "sale" and "ask" price, the number of homes closed (count) and bankowned. The very first table is for the <u>total</u> waterfront homes closed.

| Lake Keowee WF Homes YTD 12-31-19 | vs 2018, 2017, | 2016, 2015, 20 | 14, 2013 | | | | | | | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|------------------------------------------------------------------------------|----------------|------------------|
| | Final Sold | Final Asking | % of Ask | Avg. | Avg. Sale | Avg. Ask | | Bank | | |
| Status | Price | Price | Price | D.O.M. | C | Price | Count | | Price | Units |
| All WF Homes Sold YTD 12-31-2019: | 196,868,243 | 206,305,404 | 95.4% | 135 | 867,261 | 908,834 | 227 | 2 | 11100 | CIII |
| All WF Homes Sold YTD 12-31-2018: | 188,091,030 | 200,674,550 | 93.8% | 159 | 874,842 | 933,370 | 215 | 0 | • | |
| Difference: | 8,777,213 | 5,630,854 | 1.6% | -24 | -7,581 | -24,536 | 12 | 2 | -0.87% | 5.6% |
| All WF Homes Sold YTD 12-31-2017: | 171,293,160 | 184,046,157 | 93.1% | 122 | 710,760 | 763,677 | 241 | 5 | -0.6770 | 3.070 |
| All WF Homes Sold YTD 12-31-2017: | 126,259,113 | 134,748,490 | 93.7% | 170 | 647,483 | 691,018 | 195 | 2 | | |
| All WF Homes Sold YTD 12-31-2010. | 115,865,950 | 125,928,538 | 92.0% | 156 | 665,896 | 723,727 | 174 | 1 | | |
| All WF Homes Sold 11D 12-31-2013. All WF Homes Sold YTD 12-31-2014: | 105,016,147 | 114,088,117 | 92.0% | 195 | 648,248 | 704,248 | 162 | 7 | | |
| | | 101,625,398 | | | • | | | | | |
| All WF Homes Sold YTD 12-31-2013: | 92,389,981 | | 90.9% | 207 | 674,379 | 741,791 | 137 | 11 | | |
| All WF Homes Pending @ 01-01-20: | NA | 28,030,375 | NA | 135 | NA | 1,121,215 | 25 | 0 | | |
| All WF Homes Active @ 01-01-20: | NA | 139,032,841 | NA | 170 | NA | 1,275,531 | 109 | 1 | | |
| | | | | | | | | | | |
| The Cliffs WF Homes YTD 12-31-2019 | vs 2018, 2017, 2 | 2016, 2015, and | 2014 | | | | | | | |
| | Final Sold | Final Asking | % of Ask | Avg. | Avg. Sale | Avg. Ask | | Bank | | |
| Status | Price | Price | Price | D.O.M. | Price | Price | Count | Own | | |
| Cliffs WF Homes Sold YTD 12-31-19: | 37,273,500 | 39,825,747 | 93.6% | 209 | 1,620,587 | 1,731,554 | 23 | 0 | | |
| Cliffs WF Homes Sold YTD 12-31-18: | 42,600,896 | 46,615,010 | 91.8% | 272 | 1,638,496 | 1,792,885 | 26 | 0 | 1 | |
| Difference: | -5,327,396 | -6,789,263 | 1.8% | -63 | -17,909 | -61,331 | -3 | 0 | -1.11% | -11.5% |
| 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 | 111170 | 11.070 |
| 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 | 1 | |
| Cliffs WF Homes Pending @ 01-01-20: | NA | 5,650,000 | NA | 337 | NA | 1,883,333 | 3 | 0 | | |
| | NA | 43,762,007 | | | | | | - | | |
| IL THIS AVE HOTTES ACTIVE (II) IT - /(1) | | | NΔ | 201 | NΔ | 1 X / 3 / 1 / | | | | |
| Cliffs WF Homes Active @ 01-01-20: | NA | 43,762,007 | NA | 201 | NA | 1,823,417 | 24 | 0 | | |
| | | | | 201 | NA | 1,823,417 | 24 | 0 | | |
| The Reserve WF Homes YTD 12-31-2019 | vs 2018, 2017, | 2016, 2015, 20 |)14 | | | | 24 | | | |
| The Reserve WF Homes YTD 12-31-2019 | vs 2018, 2017, Final Sold | 2016, 2015, 20 Final Asking | 014 % of Ask | Avg. | Avg. Sale | Avg. Ask | | Bank | | |
| The Reserve WF Homes YTD 12-31-2019 Status | vs 2018, 2017, Final Sold Price | 2016, 2015, 20 Final Asking Price | % of Ask Price | Avg. D.O.M. | Avg. Sale Price | Avg. Ask Price | Count | Bank Own | | |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: | 9 vs 2018, 2017, Final Sold Price 12,831,839 | 2016, 2015, 20 Final Asking Price 13,726,839 | % of Ask Price 93.5% | Avg. D.O.M. 293 | Avg. Sale Price 1,603,980 | Avg. Ask Price 1,715,855 | Count 8 | Bank Own | | |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 | % of Ask Price 93.5% 91.8% | Avg. D.O.M. 293 271 | Avg. Sale Price 1,603,980 1,483,195 | Avg. Ask Price 1,715,855 1,616,516 | Count 8 | Bank Own 1 | 0.140 | 127.50 |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 | % of Ask Price 93.5% 91.8% | Avg. D.O.M. 293 271 23 | Avg. Sale Price 1,603,980 1,483,195 120,785 | Avg. Ask Price 1,715,855 1,616,516 99,339 | Count 8 19 -11 | Bank Own 1 0 | 8.14% | -137.5% |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: Reserve WF Homes Sold YTD 12-31-17: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 16,434,000 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 19,287,000 | % of Ask Price 93.5% 91.8% 1.7% 85.2% | Avg. D.O.M. 293 271 23 183 | Avg. Sale Price 1,603,980 1,483,195 120,785 1,643,400 | Avg. Ask Price 1,715,855 1,616,516 99,339 1,928,700 | Count 8 19 -11 10 | Bank Own 1 0 1 | 8.14% | -137.5% |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: Reserve WF Homes Sold YTD 12-31-17: Reserve WF Homes Sold YTD 12-31-16: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 16,434,000 6,900,350 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 19,287,000 7,512,000 | % of Ask Price 93.5% 91.8% 1.7% 85.2% 91.9% | Avg. D.O.M. 293 271 23 183 253 | Avg. Sale Price 1,603,980 1,483,195 120,785 1,643,400 1,380,070 | Avg. Ask Price 1,715,855 1,616,516 99,339 1,928,700 1,502,400 | Count 8 19 -11 10 5 | Bank Own 1 0 1 0 | 8.14% | -137.5% |
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| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: Reserve WF Homes Sold YTD 12-31-17: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-15: Reserve WF Homes Sold YTD 12-31-14: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 16,434,000 6,900,350 11,774,000 6,928,998 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 19,287,000 7,512,000 13,037,000 7,616,898 | % of Ask Price 93.5% 91.8% 1.7% 85.2% 91.9% 90.3% 91.0% | Avg. D.O.M. 293 271 23 183 253 85 264 | Avg. Sale Price 1,603,980 1,483,195 120,785 1,643,400 1,380,070 1,471,750 1,154,833 | Avg. Ask Price 1,715,855 1,616,516 99,339 1,928,700 1,502,400 1,629,625 1,269,483 | Count 8 19 -11 10 5 8 6 | Bank Own 1 0 1 0 0 0 0 | 8.14% | -137.5% |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: Reserve WF Homes Sold YTD 12-31-17: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-15: Reserve WF Homes Sold YTD 12-31-14: Reserve WF Homes Pending @ 01-01-20: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 16,434,000 6,900,350 11,774,000 6,928,998 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 19,287,000 7,512,000 13,037,000 7,616,898 1,499,685 | % of Ask Price 93.5% 91.8% 1.7% 85.2% 91.9% 90.3% | Avg. D.O.M. 293 271 23 183 253 85 | Avg. Sale Price 1,603,980 1,483,195 120,785 1,643,400 1,380,070 1,471,750 1,154,833 NA | Avg. Ask Price 1,715,855 1,616,516 99,339 1,928,700 1,502,400 1,629,625 | Count 8 19 -11 10 5 8 | Bank Own 1 0 1 0 0 0 | 8.14% | -137.5% |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: Reserve WF Homes Sold YTD 12-31-17: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-15: Reserve WF Homes Sold YTD 12-31-14: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 16,434,000 6,900,350 11,774,000 6,928,998 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 19,287,000 7,512,000 13,037,000 7,616,898 | % of Ask Price 93.5% 91.8% 1.7% 85.2% 91.9% 90.3% 91.0% | Avg. D.O.M. 293 271 23 183 253 85 264 | Avg. Sale Price 1,603,980 1,483,195 120,785 1,643,400 1,380,070 1,471,750 1,154,833 | Avg. Ask Price 1,715,855 1,616,516 99,339 1,928,700 1,502,400 1,629,625 1,269,483 | Count 8 19 -11 10 5 8 6 | Bank Own 1 0 1 0 0 0 0 | 8.14% | -137.5% |
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| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: Reserve WF Homes Sold YTD 12-31-17: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-15: Reserve WF Homes Sold YTD 12-31-15: Reserve WF Homes Pending @ 01-01-20: Reserve WF Homes Active @ 01-01-20: KK WF Homes YTD 12-31-2019 vs 2018 Status KK WF Homes Sold YTD 12-31-2019: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 16,434,000 6,900,350 11,774,000 6,928,998 NA NA S, 2017, 2016, 20 Final Sold Price | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 19,287,000 7,512,000 13,037,000 7,616,898 1,499,685 39,323,685 015, 2014 Final Asking Price 20,869,147 | % of Ask Price 93.5% 91.8% 1.7% 85.2% 91.9% 90.3% 91.0% NA NA % of Ask Price 95.7% | Avg. D.O.M. 293 271 23 183 253 85 264 168 171 Avg. D.O.M. | Avg. Sale Price 1,603,980 1,483,195 120,785 1,643,400 1,380,070 1,471,750 1,154,833 NA NA Avg. Sale Price 624,281 | Avg. Ask Price 1,715,855 1,616,516 99,339 1,928,700 1,502,400 1,629,625 1,269,483 1,499,685 2,184,649 Avg. Ask Price 652,161 | Count 8 19 -11 10 5 8 6 1 18 | Bank Own 1 0 1 0 0 0 2 0 1 Bank Own 0 | 8.14% | -137.5% |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: Reserve WF Homes Sold YTD 12-31-17: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-14: Reserve WF Homes Pending @ 01-01-20: Reserve WF Homes Active @ 01-01-20: KK WF Homes YTD 12-31-2019 vs 2018 Status KK WF Homes Sold YTD 12-31-2019: KK WF Homes Sold YTD 12-31-2018: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 16,434,000 6,900,350 11,774,000 6,928,998 NA NA S, 2017, 2016, 20 Final Sold Price 19,977,000 18,820,400 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 19,287,000 7,512,000 13,037,000 7,616,898 1,499,685 39,323,685 015, 2014 Final Asking Price 20,869,147 19,801,100 | % of Ask Price 93.5% 91.8% 1.7% 85.2% 91.9% 90.3% 91.0% NA NA % of Ask Price 95.7% 95.0% | Avg. D.O.M. 293 271 23 183 253 85 264 168 171 Avg. D.O.M. 140 140 | Avg. Sale Price 1,603,980 1,483,195 120,785 1,643,400 1,380,070 1,471,750 1,154,833 NA NA Avg. Sale Price 624,281 570,315 | Avg. Ask Price 1,715,855 1,616,516 99,339 1,928,700 1,502,400 1,629,625 1,269,483 1,499,685 2,184,649 Avg. Ask Price 652,161 600,033 | Count 8 19 -11 10 5 8 6 1 18 Count 32 33 | Bank Own 1 0 1 0 0 0 2 0 1 Bank Own 0 0 | | |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: Reserve WF Homes Sold YTD 12-31-17: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-12: Reserve WF Homes Pending @ 01-01-20: Reserve WF Homes Pending @ 01-01-20: KK WF Homes YTD 12-31-2019 vs 2018 Status KK WF Homes Sold YTD 12-31-2019: KK WF Homes Sold YTD 12-31-2018: Difference | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 16,434,000 6,900,350 11,774,000 6,928,998 NA NA S, 2017, 2016, 20 Final Sold Price 19,977,000 18,820,400 1,156,600 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 19,287,000 7,512,000 13,037,000 7,616,898 1,499,685 39,323,685 015, 2014 Final Asking Price 20,869,147 19,801,100 1,068,047 | % of Ask Price 93.5% 91.8% 1.7% 85.2% 91.9% 90.3% 91.0% NA NA % of Ask Price 95.7% 95.0% 0.7% | Avg. D.O.M. 293 271 23 183 253 85 264 168 171 Avg. D.O.M. 140 140 0 | Avg. Sale Price 1,603,980 1,483,195 120,785 1,643,400 1,380,070 1,471,750 1,154,833 NA NA Avg. Sale Price 624,281 570,315 53,966 | Avg. Ask Price 1,715,855 1,616,516 99,339 1,928,700 1,502,400 1,629,625 1,269,483 1,499,685 2,184,649 Avg. Ask Price 652,161 600,033 52,128 | Count 8 19 -11 10 5 8 6 1 18 Count 32 33 -1 | Bank Own 1 0 1 0 0 0 2 0 1 Bank Own 0 0 0 | 8.14% 9.46% | -137.5% -3.1% |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: Reserve WF Homes Sold YTD 12-31-17: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Pending @ 01-01-20: Reserve WF Homes Pending @ 01-01-20: KK WF Homes YTD 12-31-2019 vs 2018 Status KK WF Homes Sold YTD 12-31-2019: KK WF Homes Sold YTD 12-31-2018: Difference KK WF Homes Sold YTD 12-31-2017: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 16,434,000 6,900,350 11,774,000 6,928,998 NA NA S, 2017, 2016, 20 Final Sold Price 19,977,000 18,820,400 1,156,600 20,437,124 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 19,287,000 7,512,000 13,037,000 7,616,898 1,499,685 39,323,685 015, 2014 Final Asking Price 20,869,147 19,801,100 1,068,047 21,630,899 | % of Ask Price 93.5% 91.8% 1.7% 85.2% 91.9% 90.3% 91.0% NA NA % of Ask Price 95.7% 95.0% 0.7% 94.5% | Avg. D.O.M. 293 271 23 183 253 85 264 168 171 Avg. D.O.M. 140 140 0 131 | Avg. Sale Price 1,603,980 1,483,195 120,785 1,643,400 1,380,070 1,471,750 1,154,833 NA NA Avg. Sale Price 624,281 570,315 53,966 537,819 | Avg. Ask Price 1,715,855 1,616,516 99,339 1,928,700 1,502,400 1,629,625 1,269,483 1,499,685 2,184,649 Avg. Ask Price 652,161 600,033 52,128 569,234 | Count 8 19 -11 10 5 8 6 1 18 Count 32 33 -1 38 | Bank Own 1 0 1 0 0 0 2 0 1 Bank Own 0 0 0 0 | | |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: Reserve WF Homes Sold YTD 12-31-17: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Pending @ 01-01-20: Reserve WF Homes Pending @ 01-01-20: KK WF Homes YTD 12-31-2019 vs 2018 Status KK WF Homes Sold YTD 12-31-2019: KK WF Homes Sold YTD 12-31-2018: Difference KK WF Homes Sold YTD 12-31-2017: KK WF Homes Sold YTD 12-31-2017: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 16,434,000 6,900,350 11,774,000 6,928,998 NA NA S, 2017, 2016, 20 Final Sold Price 19,977,000 18,820,400 1,156,600 20,437,124 18,350,560 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 19,287,000 7,512,000 13,037,000 7,616,898 1,499,685 39,323,685 015, 2014 Final Asking Price 20,869,147 19,801,100 1,068,047 21,630,899 19,604,900 | % of Ask Price 93.5% 91.8% 1.7% 85.2% 91.9% 90.3% 91.0% NA NA % of Ask Price 95.7% 95.0% 0.7% 94.5% | Avg. D.O.M. 293 271 23 183 253 85 264 168 171 Avg. D.O.M. 140 140 0 131 202 | Avg. Sale Price 1,603,980 1,483,195 120,785 1,643,400 1,380,070 1,471,750 1,154,833 NA NA Avg. Sale Price 624,281 570,315 53,966 537,819 509,738 | Avg. Ask Price 1,715,855 1,616,516 99,339 1,928,700 1,502,400 1,629,625 1,269,483 1,499,685 2,184,649 Avg. Ask Price 652,161 600,033 52,128 569,234 544,581 | Count 8 19 -11 10 5 8 6 1 18 Count 32 33 -1 38 36 | Bank Own 1 0 1 0 0 0 2 0 1 Bank Own 0 0 0 0 0 0 | | |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: Reserve WF Homes Sold YTD 12-31-17: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-14: Reserve WF Homes Pending @ 01-01-20: Reserve WF Homes Active @ 01-01-20: KK WF Homes YTD 12-31-2019 vs 2018 Status KK WF Homes Sold YTD 12-31-2019: KK WF Homes Sold YTD 12-31-2018: Difference KK WF Homes Sold YTD 12-31-2017: KK WF Homes Sold YTD 12-31-2016: KK WF Homes Sold YTD 12-31-2016: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 16,434,000 6,900,350 11,774,000 6,928,998 NA NA 8, 2017, 2016, 20 Final Sold Price 19,977,000 18,820,400 1,156,600 20,437,124 18,350,560 17,842,500 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 19,287,000 7,512,000 13,037,000 7,616,898 1,499,685 39,323,685 015, 2014 Final Asking Price 20,869,147 19,801,100 1,068,047 21,630,899 19,604,900 19,314,399 | % of Ask Price 93.5% 91.8% 1.7% 85.2% 91.9% 90.3% 91.0% NA NA % of Ask Price 95.7% 95.0% 0.7% 94.5% 93.6% | Avg. D.O.M. 293 271 23 183 253 85 264 168 171 Avg. D.O.M. 140 140 0 131 202 206 | Avg. Sale Price 1,603,980 1,483,195 120,785 1,643,400 1,380,070 1,471,750 1,154,833 NA NA Avg. Sale Price 624,281 570,315 53,966 537,819 509,738 509,786 | Avg. Ask Price 1,715,855 1,616,516 99,339 1,928,700 1,502,400 1,629,625 1,269,483 1,499,685 2,184,649 Avg. Ask Price 652,161 600,033 52,128 569,234 544,581 551,840 | Count 8 19 -11 10 5 8 6 1 18 Count 32 33 -1 38 36 35 | Bank Own 1 0 0 0 0 0 2 0 1 Bank Own 0 0 0 1 | | |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: Reserve WF Homes Sold YTD 12-31-17: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Pending @ 01-01-20: Reserve WF Homes Pending @ 01-01-20: KK WF Homes YTD 12-31-2019 vs 2018 Status KK WF Homes Sold YTD 12-31-2019: KK WF Homes Sold YTD 12-31-2017: KK WF Homes Sold YTD 12-31-2017: KK WF Homes Sold YTD 12-31-2016: KK WF Homes Sold YTD 12-31-2015: KK WF Homes Sold YTD 12-31-2015: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 16,434,000 6,900,350 11,774,000 6,928,998 NA NA 8, 2017, 2016, 20 Final Sold Price 19,977,000 18,820,400 1,156,600 20,437,124 18,350,560 17,842,500 15,800,300 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 19,287,000 7,512,000 13,037,000 7,616,898 1,499,685 39,323,685 015, 2014 Final Asking Price 20,869,147 19,801,100 1,068,047 21,630,899 19,604,900 19,314,399 17,125,300 | % of Ask Price 93.5% 91.8% 1.7% 85.2% 91.9% 90.3% 91.0% NA NA % of Ask Price 95.7% 95.0% 0.7% 94.5% 93.6% 92.4% | Avg. D.O.M. 293 271 23 183 253 85 264 168 171 Avg. D.O.M. 140 140 0 131 202 206 260 | Avg. Sale Price 1,603,980 1,483,195 120,785 1,643,400 1,380,070 1,471,750 1,154,833 NA NA Avg. Sale Price 624,281 570,315 53,966 537,819 509,738 509,786 493,759 | Avg. Ask Price 1,715,855 1,616,516 99,339 1,928,700 1,502,400 1,629,625 1,269,483 1,499,685 2,184,649 Avg. Ask Price 652,161 600,033 52,128 569,234 544,581 551,840 535,166 | Count 8 19 -11 10 5 8 6 1 18 Count 32 33 -1 38 36 35 32 | Bank Own 1 0 0 0 0 0 2 0 1 Bank Own 0 0 0 1 1 | | |
| The Reserve WF Homes YTD 12-31-2019 Status Reserve WF Homes Sold YTD 12-31-19: Reserve WF Homes Sold YTD 12-31-18: Difference: Reserve WF Homes Sold YTD 12-31-17: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-16: Reserve WF Homes Sold YTD 12-31-14: Reserve WF Homes Pending @ 01-01-20: Reserve WF Homes Active @ 01-01-20: KK WF Homes YTD 12-31-2019 vs 2018 Status KK WF Homes Sold YTD 12-31-2019: KK WF Homes Sold YTD 12-31-2018: Difference KK WF Homes Sold YTD 12-31-2017: KK WF Homes Sold YTD 12-31-2016: KK WF Homes Sold YTD 12-31-2016: | 9 vs 2018, 2017, Final Sold Price 12,831,839 28,180,712 -15,348,873 16,434,000 6,900,350 11,774,000 6,928,998 NA NA 8, 2017, 2016, 20 Final Sold Price 19,977,000 18,820,400 1,156,600 20,437,124 18,350,560 17,842,500 | 2016, 2015, 20 Final Asking Price 13,726,839 30,713,800 -16,986,961 19,287,000 7,512,000 13,037,000 7,616,898 1,499,685 39,323,685 015, 2014 Final Asking Price 20,869,147 19,801,100 1,068,047 21,630,899 19,604,900 19,314,399 | % of Ask Price 93.5% 91.8% 1.7% 85.2% 91.9% 90.3% 91.0% NA NA % of Ask Price 95.7% 95.0% 0.7% 94.5% 93.6% | Avg. D.O.M. 293 271 23 183 253 85 264 168 171 Avg. D.O.M. 140 140 0 131 202 206 | Avg. Sale Price 1,603,980 1,483,195 120,785 1,643,400 1,380,070 1,471,750 1,154,833 NA NA Avg. Sale Price 624,281 570,315 53,966 537,819 509,738 509,786 | Avg. Ask Price 1,715,855 1,616,516 99,339 1,928,700 1,502,400 1,629,625 1,269,483 1,499,685 2,184,649 Avg. Ask Price 652,161 600,033 52,128 569,234 544,581 551,840 | Count 8 19 -11 10 5 8 6 1 18 Count 32 33 -1 38 36 35 | Bank Own 1 0 0 0 0 0 2 0 1 Bank Own 0 0 0 1 | | |

****The Lake Keowee Interior Homes activity YTD @ DECEMBER 31, 2019: ****

This table reflects the interior homes that closed during 2019 and the allocation between the gated golf, tennis, and pickle-ball communities which are The Cliffs' Communities, The Reserve@Lake Keowee and Keowee Key and those that are outside of those communities.

Keowee Key continues to retain the largest share of the interior home sales. It is a community that offers a wide selection of condos, townhomes, and single-family homes with a 55% market share. We find that our Keowee Key properties typically sell fairly quickly. As you review the following information, make a special note of the days on the market and the variance percentage between the final sales price and the final ask price. This first table is a breakdown of the 2019 total interior home sales:

| YEAR-END 2019 Composition of Interior Home Sales: | % of Total Homes closed | Count of Homes Closed | Avg. Sold Price | Count of Homes Pending | Pending Avg. Asking Price | Count of Homes Active | Active Avg. Asking Price |
|------------------------------------------------------|----------------------------------|-----------------------------|--------------------|------------------------------|------------------------------------|-----------------------|-----------------------------------|
| | | | | | | | |
| Cliffs' Interior Homes closed: | 8.00% | 16 | 729,055 | 2 | 712,000 | 15 | 758,255 |
| Reserve Interior Homes closed: | 5.50% | 11 | 768,200 | 0 | NA | 13 | 824,877 |
| Total Cliff's & Reserve Int. Homes Closed: | 13.50% | 27 | 745,003 | 2 | 712,000 | 28 | 789,186 |
| Keowee Key Int. Homes & Condos: | 55.00% | 110 | 229,244 | 14 | 327,514 | 26 | 268,024 |
| | | | | | | | |
| Total Cliffs' & Reserve & KK Int. Homes: | 68.50% | 137 | 300,890 | 16 | 375,575 | 54 | 538,256 |
| | | | | | | | |
| Int. Homes Excluding Cliffs, Reserve, or KK: | 31.50% | 63 | 345,822 | 6 | 289,733 | 19 | 490,399 |
| TOTAL INTERIOR HOMES: | 100.00% | 200 | 335,593 | 22 | 352,164 | 73 | 525,800 |

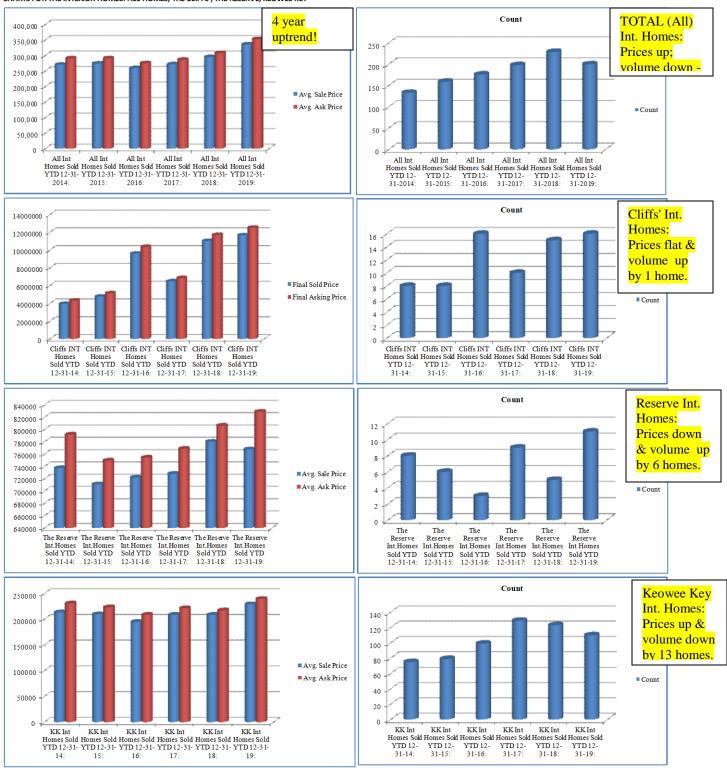
^{**}The Averages for the combined communities are totaled from the supporting Excel spreadsheets.

Below are the charts and tables for the entire Lake Keowee Interior home market, which includes single-family homes as well as condos and townhouses.

Things to consider:

- Demand remains strong.
- Inventory constraints: There are many buyers; they may not be able to find what they are looking for immediately so they wait for the right property to come on the market.
- Pricing stability.
- Buyers and sellers have different objectives. Success is when each objective is met.
- Truth: there is a limit to Lake Keowee properties that are available for sale.
- People do not have to buy here....they just want to!
- Boat-slips usually accompany interior homes offered for sale in several of the Crescent Communities. For example, our listing at 603 S. Acorn Way in Waterford Pointe includes a boat slip. Boat slips are limited or unavailable in certain neighborhoods.
- Two of our "cottages" located in Knots Landing on the Pickens side of Lake Keowee near Warpath landing each includes a boat slip with the home: 121 and 125 Knots Lane, Six Mile, SC.

CHARTS FOR THE INTERIOR HOMES: ALL HOMES, THE CLIFFS', THE RESERVE, KEOWEE KEY



The tables below reflect the past six years' total sales dollar volume, the percent difference between the final sold price and the final ask price, the average days on the market (D.O.M.), the average sold price and the average ask price per home. The "count" is the number of interior homes closed during the respective calendar year followed by the number of bank foreclosures. The last two columns are the increase/decrease for average sold price and homes closed year-over-year.

There was an increase in the average sold price of 13.7%, however, the number of homes closed was down by -14.5% or 29 homes. The number of homes closed in The Cliffs and The Reserve was up; Keowee Key prices up with 13 fewer homes closed.. The average sold price was basically flat in The Cliffs, down about \$12,400 per home in The Reserve.

| Lake Keowee Interior Homes YTD 12-31-20 | 9, 2018, 2017 | 7, 2016, 2015 | 2014 | 2013 | | | | | | |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------|-----------------|------------------|
| Lake Reowee Interior Fromes 11D 12 31 20 | 19, 2010, 201 | Final | % of | 2013 | | | | | | |
| | Final Sold | Asking | % of Ask | Avg. | Ava Solo | Avg. Ask | | Bank | | |
| Status | Price | Price | Price | DOM | Price | Price | Count | | Price | Units |
| All Int Homes Sold YTD 12-31-2019: | 67,118,675 | 70,599,795 | | 124 | 335,593 | 352,999 | 200 | 3 | Titee | Circs |
| All Int Homes Sold YTD 12-31-2018: | 67,588,314 | 70,525,146 | | 158 | 295,145 | 307,970 | 229 | 4 | • | |
| Difference: | -469,639 | 74,649 | -0.8% | -34 | 40,448 | 45,029 | -29 | -1 | 13.70% | -14.50% |
| All Int Homes Sold YTD 12-31-2017: | 53,881,081 | 56,771,818 | 94.9% | 130 | 272,127 | 286,726 | 198 | 3 | | |
| 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 @ 01-03-20: | NA | 7,747,600 | NA | 157 | NA | 352,164 | 22 | 0 | | |
| All Int Homes Active @ 01-03-20: | NA | 38,383,410 | NA | 177 | NA | 525,800 | 73 | 0 | | |
| The Cliffs INT Homes YTD 12-31-2019 vs 2 | 018, 2017, 20 | 016, 2015, an | d 2014 | | | | | |] | |
| | Final Sold | Asking | Ask | Avg. | Avg. Sale | Avg. Ask | | Bank | | |
| Status | Price | Price | Price | D.O.M. | _ | Price | Count | Own | | |
| Cliffs INT Homes Sold YTD 12-31-19: | 11,664,875 | 12,534,022 | 93.1% | 142 | 729,055 | 783,376 | 16 | 0 | | |
| Cliffs INT Homes Sold YTD 12-31-18: | 11,023,100 | 11,713,182 | 94.1% | 258 | 734,873 | 780,879 | 15 | 0 | | |
| Difference: | 641,775 | 820,840 | -1.0% | -116 | -5,819 | 2,498 | 1 | 0 | -0.80% | 6.67% |
| Cliffs INT Homes Sold YTD 12-31-17: | 6,488,900 | 6,866,900 | | 340 | 648,890 | 686,690 | 10 | 2 | | |
| Cliffs INT Homes Sold YTD 12-31-16: | 9,620,720 | 10,365,008 | | 222 | 601,295 | 647,813 | 16 | 2 | | |
| Cliffs INT Homes Sold YTD 12-31-15: | 4,775,504 | 5,139,504 | 92.9% | | 596,938 | 642,438 | 8 | 1 | | |
| Cliffs INT Homes Sold YTD 12-31-14: | 3,951,000 | 4,315,904 | | 305 | 493,875 | 539,488 | 8 | 4 | | |
| Cliffs INT Homes Pending @ 01-01-20: | NA | 1,424,000 | NA | 190 | NA | 712,000 | 2 | 0 | | |
| Cliffs Int. Homes Active @ 01-01-20: | NA | 11,373,820 | NA | 237 | NA | 758,255 | 15 | 0 | | |
| L | | | | | | | | | _ | |
| The Reserve Int. Homes YTD 12-31-2019 vs | 2018, 2017, 2 | | | | | | | |] | |
| The Reserve Int. Homes YTD 12-31-2019 vs | | Final | % of | | | | | | | |
| | Final Sold | Final Asking | % of Ask | Avg. | _ | Avg. Ask | G | Bank | | |
| Status | Final Sold Price | Final Asking Price | % of Ask Price | D.O.M. | Price | Price | Count | Own | | |
| Status The Reserve Int.Homes Sold YTD 12-31-19: | Final Sold Price 8,450,200 | Final Asking Price 9,122,900 | % of Ask Price 92.6% | D.O.M. 276 | Price 768,200 | Price 829,355 | 11 | Own 1 | | |
| Status The Reserve Int. Homes Sold YTD 12-31-19: The Reserve Int. Homes Sold YTD 12-31-18: | Final Sold Price 8,450,200 3,903,000 | Final Asking Price 9,122,900 4,033,500 | % of Ask Price 92.6% 96.8% | D.O.M. 276 194 | Price 768,200 780,600 | Price 829,355 806,700 | 11 5 | Own 1 0 | Price | Units |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: | Final Sold Price 8,450,200 3,903,000 4,547,200 | Final Asking Price 9,122,900 4,033,500 5,089,400 | % of Ask Price 92.6% 96.8% -4.1% | D.O.M. 276 194 82 | Price 768,200 780,600 -12,400 | Price 829,355 806,700 22,655 | 11 5 6 | Own 1 0 1 | Price -1.61% | Units 120.00% |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 | % of Ask Price 92.6% 96.8% -4.1% 94.7% | D.O.M. 276 194 82 216 | Price 768,200 780,600 -12,400 728,500 | Price 829,355 806,700 22,655 769,088 | 11 5 6 9 | Own 1 0 1 0 0 | | |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% | D.O.M. 276 194 82 216 399 | Price 768,200 780,600 -12,400 728,500 722,333 | Price 829,355 806,700 22,655 769,088 754,633 | 11 5 6 9 3 | Own 1 0 1 0 0 0 0 | | |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% | D.O.M. 276 194 82 216 399 190 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 | Price 829,355 806,700 22,655 769,088 754,633 749,875 | 11 5 6 9 3 6 | Own 1 0 1 0 0 1 1 1 1 1 1 1 1 | | |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% | D.O.M. 276 194 82 216 399 190 319 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 | Price 829,355 806,700 22,655 769,088 754,633 | 11 5 6 9 3 | Own 1 0 1 0 0 0 0 | | |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% 93.1% NA | D.O.M. 276 194 82 216 399 190 319 NA | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 NA | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 | 11 5 6 9 3 6 8 | Own 1 0 1 0 0 1 1 0 1 1 0 0 1 1 1 0 | | |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: The Reserve Int. Homes Pending @ 01-01-20 The Reserve Int. Homes Active @ 01-01-20: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 10,723,400 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% 93.1% NA | D.O.M. 276 194 82 216 399 190 319 NA 182 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 | 11 5 6 9 3 6 8 | Own 1 0 1 0 0 1 1 1 1 1 1 1 | | |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: The Reserve Int. Homes Pending @ 01-01-20 | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 10,723,400 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% 93.1% NA NA | D.O.M. 276 194 82 216 399 190 319 NA 182 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 NA | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 | 11 5 6 9 3 6 8 | Own 1 0 1 0 0 1 1 0 1 1 0 0 1 1 1 0 | | |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: The Reserve Int. Homes Pending @ 01-01-20 The Reserve Int. Homes Active @ 01-01-20: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 10,723,400 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% 93.1% NA | D.O.M. 276 194 82 216 399 190 319 NA 182 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 NA NA | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 | 11 5 6 9 3 6 8 | Own 1 0 1 0 0 1 1 0 1 1 0 0 1 1 1 0 | | |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: The Reserve Int. Homes Pending @ 01-01-20 The Reserve Int. Homes Active @ 01-01-20: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA NA | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 10,723,400 2016, 2015, 2 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% NA NA 014, 201% of | D.O.M. 276 194 82 216 399 190 319 NA 182 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 NA NA | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 NA 824,877 | 11 5 6 9 3 6 8 | Own 1 0 1 0 0 1 1 0 0 0 1 1 0 0 0 0 1 1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | | |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: The Reserve Int. Homes Pending @ 01-01-20: The Reserve Int. Homes Active @ 01-01-20: Keowee Key Interior Homes YTD 12-31-19, | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA NA 2018, 2017, 2 | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 10,723,400 2016, 2015, 2 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% 93.1% NA NA 014, 201 % of Ask Price | D.O.M. 276 194 82 216 399 190 319 NA 182 3 Avg. DOM | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 NA NA | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 NA 824,877 | 11 5 6 9 3 6 8 0 | Own 1 0 1 0 1 0 1 1 0 0 0 1 1 1 0 0 Bank | | |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: The Reserve Int. Homes Pending @ 01-01-20 The Reserve Int. Homes Active @ 01-01-20: Keowee Key Interior Homes YTD 12-31-19, Status | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA NA 2018, 2017, 2 | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 10,723,400 2016, 2015, 2 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% 93.1% NA NA 014, 201 % of Ask Price | D.O.M. 276 194 82 216 399 190 319 NA 182 3 Avg. DOM 113 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 NA NA Avg. Sale | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 NA 824,877 Avg. Ask Price | 11 5 6 9 3 6 8 0 13 | Own 1 0 1 0 1 0 0 1 1 0 0 Bank Own 3 6 | -1.61% Price | |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: The Reserve Int. Homes Pending @ 01-01-20 The Reserve Int. Homes Active @ 01-01-20: Keowee Key Interior Homes YTD 12-31-19, Status KK Int Homes Sold YTD 12-31-19: KK Int Homes Sold YTD 12-31-18: Difference: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA NA 2018, 2017, 2 Final Sold Price 25,216,800 25,665,114 -448,314 | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 10,723,400 2016, 2015, 2 Final Ask Price 26,340,773 26,748,590 -407,817 | % of Ask Price 92.6% 96.8% -4.1% 95.7% 94.9% NA NA 014, 201 % of Ask Price 95.7% 95.9% -0.2% | D.O.M. 276 194 82 216 399 190 319 NA 182 3 Avg. DOM 113 174 -61 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 NA NA Avg. Sale Price 229,244 208,659 20,584 | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 NA 824,877 Avg. Ask Price 239,462 217,468 21,993 | 11 5 6 9 3 6 8 0 13 Count 110 123 -13 | Own 1 0 1 0 1 0 0 1 1 0 0 Bank Own 3 | -1.61% | 120.00% |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: The Reserve Int. Homes Pending @ 01-01-20 The Reserve Int. Homes Active @ 01-01-20: Keowee Key Interior Homes YTD 12-31-19, Status KK Int Homes Sold YTD 12-31-19: KK Int Homes Sold YTD 12-31-18: Difference: KK Int Homes Sold YTD 12-31-17: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA NA 2018, 2017, 2 Final Sold Price 25,216,800 25,665,114 -448,314 26,919,331 | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 10,723,400 2016, 2015, 2 Final Ask Price 26,340,773 26,748,590 -407,817 28,560,823 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% NA NA 014, 201 % of Ask Price 95.7% 95.9% -0.2% 94.3% | D.O.M. 276 194 82 216 399 190 319 NA 182 3 Avg. DOM 113 174 -61 132 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 NA NA Avg. Sale Price 229,244 208,659 20,584 208,677 | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 NA 824,877 Avg. Ask Price 239,462 217,468 21,993 221,402 | 11 5 6 9 3 6 8 0 13 Count 110 123 -13 129 | Own 1 0 1 0 1 0 0 1 1 0 0 Bank Own 3 6 | -1.61% Price | 120.00% Units |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: The Reserve Int.Homes Pending @ 01-01-20 The Reserve Int. Homes Active @ 01-01-20: Keowee Key Interior Homes YTD 12-31-19, Status KK Int Homes Sold YTD 12-31-19: KK Int Homes Sold YTD 12-31-17: KK Int Homes Sold YTD 12-31-17: KK Int Homes Sold YTD 12-31-16: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA NA 2018, 2017, 2 Final Sold Price 25,216,800 25,665,114 -448,314 26,919,331 19,303,571 | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 10,723,400 2016, 2015, 2 Final Ask Price 26,340,773 26,748,590 -407,817 28,560,823 20,662,421 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% NA NA 014, 201 % of Ask Price 95.7% 95.9% -0.2% 94.3% 93.4% | D.O.M. 276 194 82 216 399 190 319 NA 182 3 Avg. DOM 113 174 -61 132 158 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 NA NA Avg. Sale Price 229,244 208,659 20,584 208,677 194,986 | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 NA 824,877 Avg. Ask Price 239,462 217,468 21,993 221,402 208,711 | 11 5 6 9 3 6 8 0 13 Count 110 123 -13 129 99 | Own 1 0 0 1 0 0 1 1 0 0 0 Bank Own 3 6 -3 1 6 | -1.61% Price | 120.00% Units |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: The Reserve Int.Homes Pending @ 01-01-20 The Reserve Int. Homes Pending @ 01-01-20: Keowee Key Interior Homes YTD 12-31-19, Status KK Int Homes Sold YTD 12-31-19: KK Int Homes Sold YTD 12-31-18: Difference: KK Int Homes Sold YTD 12-31-17: KK Int Homes Sold YTD 12-31-16: KK Int Homes Sold YTD 12-31-16: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA NA 2018, 2017, 2 Final Sold Price 25,216,800 25,665,114 -448,314 26,919,331 19,303,571 16,581,601 | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 10,723,400 2016, 2015, 2 Final Ask Price 26,340,773 26,748,590 -407,817 28,560,823 20,662,421 17,639,900 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% NA NA 014, 201 % of Ask Price 95.7% 95.9% -0.2% 94.3% 93.4% 94.0% | D.O.M. 276 194 82 216 399 190 319 NA 182 3 Avg. DOM 113 174 -61 132 158 195 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 NA NA Avg. Sale Price 229,244 208,659 20,584 208,677 194,986 209,894 | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 NA 824,877 Avg. Ask Price 239,462 217,468 21,993 221,402 208,711 223,290 | 11 5 6 9 3 6 8 0 13 Count 110 123 -13 129 99 79 | Own 1 0 1 0 0 1 1 0 0 1 1 0 0 Bank Own 3 6 -3 1 6 6 | -1.61% Price | 120.00% Units |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: The Reserve Int.Homes Pending @ 01-01-20 The Reserve Int. Homes Pending @ 01-01-20: Keowee Key Interior Homes YTD 12-31-19, Status KK Int Homes Sold YTD 12-31-19: KK Int Homes Sold YTD 12-31-16: KK Int Homes Sold YTD 12-31-17: KK Int Homes Sold YTD 12-31-16: KK Int Homes Sold YTD 12-31-15: KK Int Homes Sold YTD 12-31-15: KK Int Homes Sold YTD 12-31-14: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA NA 2018, 2017, 2 Final Sold Price 25,216,800 25,665,114 -448,314 26,919,331 19,303,571 16,581,601 16,006,650 | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 10,723,400 2016, 2015, 2 Final Ask Price 26,340,773 26,748,590 -407,817 28,560,823 20,662,421 17,639,900 17,310,400 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% NA NA 014, 201% of Ask Price 95.7% 95.9% -0.2% 94.3% 93.4% 94.0% 92.5% | D.O.M. 276 194 82 216 399 190 319 NA 182 3 Avg. DOM 113 174 -61 132 158 195 206 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 NA NA Avg. Sale Price 229,244 208,659 20,584 208,677 194,986 209,894 213,422 | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 NA 824,877 Avg. Ask Price 239,462 217,468 21,993 221,402 208,711 223,290 230,805 | 11 5 6 9 3 6 8 0 13 Count 110 123 -13 129 99 79 75 | Own 1 0 0 1 0 0 1 1 0 0 1 1 0 0 8 Bank Own 3 6 -3 1 6 6 7 | -1.61% Price | 120.00% Units |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: The Reserve Int.Homes Pending @ 01-01-20 The Reserve Int. Homes Pending @ 01-01-20: Keowee Key Interior Homes YTD 12-31-19, Status KK Int Homes Sold YTD 12-31-19: KK Int Homes Sold YTD 12-31-16: KK Int Homes Sold YTD 12-31-17: KK Int Homes Sold YTD 12-31-16: KK Int Homes Sold YTD 12-31-15: KK Int Homes Sold YTD 12-31-14: KK Int Homes Sold YTD 12-31-13: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA NA 2018, 2017, 2 Final Sold Price 25,216,800 25,665,114 -448,314 26,919,331 19,303,571 16,581,601 16,006,650 11,535,840 | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 10,723,400 2016, 2015, 2 Final Ask Price 26,340,773 26,748,590 -407,817 28,560,823 20,662,421 17,639,900 17,310,400 12,491,084 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% NA NA 014, 201 % of Ask Price 95.7% 95.9% -0.2% 94.3% 93.4% 94.0% 92.5% 92.4% | D.O.M. 276 194 82 216 399 190 319 NA 182 3 Avg. DOM 113 174 -61 132 158 195 206 229 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 NA NA Avg. Sale Price 229,244 208,659 20,584 208,677 194,986 209,894 213,422 213,627 | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 NA 824,877 Avg. Ask Price 239,462 217,468 21,993 221,402 208,711 223,290 230,805 231,316 | 11 5 6 9 3 6 8 0 13 Count 110 123 -13 129 99 79 75 54 | Own 1 0 0 1 0 0 1 1 0 0 1 1 0 0 8 Bank Own 3 6 -3 1 6 6 7 7 | -1.61% Price | 120.00% Units |
| Status The Reserve Int.Homes Sold YTD 12-31-19: The Reserve Int.Homes Sold YTD 12-31-18: Difference: The Reserve Int.Homes Sold YTD 12-31-17: The Reserve Int.Homes Sold YTD 12-31-16: The Reserve Int.Homes Sold YTD 12-31-15: The Reserve Int.Homes Sold YTD 12-31-14: The Reserve Int.Homes Pending @ 01-01-20 The Reserve Int. Homes Pending @ 01-01-20: Keowee Key Interior Homes YTD 12-31-19, Status KK Int Homes Sold YTD 12-31-19: KK Int Homes Sold YTD 12-31-16: KK Int Homes Sold YTD 12-31-17: KK Int Homes Sold YTD 12-31-16: KK Int Homes Sold YTD 12-31-15: KK Int Homes Sold YTD 12-31-15: KK Int Homes Sold YTD 12-31-14: | Final Sold Price 8,450,200 3,903,000 4,547,200 6,556,500 2,166,999 4,268,502 5,900,784 : NA NA 2018, 2017, 2 Final Sold Price 25,216,800 25,665,114 -448,314 26,919,331 19,303,571 16,581,601 16,006,650 | Final Asking Price 9,122,900 4,033,500 5,089,400 6,921,792 2,263,899 4,499,250 6,337,704 0 10,723,400 2016, 2015, 2 Final Ask Price 26,340,773 26,748,590 -407,817 28,560,823 20,662,421 17,639,900 17,310,400 | % of Ask Price 92.6% 96.8% -4.1% 94.7% 95.7% 94.9% NA NA 014, 201% of Ask Price 95.7% 95.9% -0.2% 94.3% 93.4% 94.0% 92.5% | D.O.M. 276 194 82 216 399 190 319 NA 182 3 Avg. DOM 113 174 -61 132 158 195 206 | Price 768,200 780,600 -12,400 728,500 722,333 711,417 737,598 NA NA Avg. Sale Price 229,244 208,659 20,584 208,677 194,986 209,894 213,422 | Price 829,355 806,700 22,655 769,088 754,633 749,875 792,213 NA 824,877 Avg. Ask Price 239,462 217,468 21,993 221,402 208,711 223,290 230,805 | 11 5 6 9 3 6 8 0 13 Count 110 123 -13 129 99 79 75 | Own 1 0 0 1 0 0 1 1 0 0 1 1 0 0 8 Bank Own 3 6 -3 1 6 6 7 | -1.61% Price | 120.00% Units |

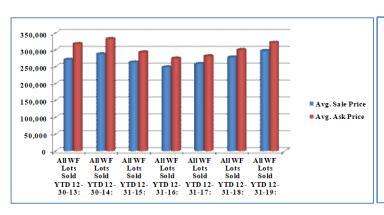
****The Lake Keowee Water front Homesites Activity YTD @ DECEMBER 31, 2019: ****

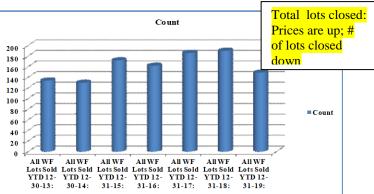
ALL LAKE KEOWEE WATERFRONT LOTS/HOMESITES:

This is the distribution of the waterfront homesites. The market share of the large gated communities is shown separately. The Cliffs' Communities: 24.16%; The Reserve@ Lake Keowee: 10.74%; Keowee Key: 2.68%. The remainder is distributed between all the other communities, including all Crescent Development communities. The Excel spreadsheets that are the source of this data allow you to select the community of your choice by using the filter above the subdivision column.

| Composition of WATERFRONT Lots Closed YEAR-END 2019: | % of Total WF Lots closed | Count | Avg Sold Price | Count of Lots Pending | Pending Avg. Ask Price | Count of Lots Active | Active Avg. Ask Price |
|------------------------------------------------------|---------------------------------|-------|----------------------|-----------------------------|------------------------------|----------------------|-----------------------------|
| | | | | | | | |
| Cliffs' Communities WF Lots Closed: | 24.16% | 36 | 441,338 | 3 | 424,158 | 73 | 438,650 |
| Reserve WF Lots Closed: | 10.74% | 16 | 480,994 | 4 | 231,225 | 45 | 457,931 |
| Total Cliffs' & Reserve Combined WF Lots Closed: | 34,90% | 52 | 453,539 | 7 | 313,910 | 118 | 446,003 |
| | | 32 |) | 1 |) | | - , |
| Keowee Key WF Lots Closed: | 2.68% | 4 | 59,725 | 1 | 119,000 | 3 | 139,600 |
| Total Cliffs' & Reserve & KK WF Lots closed: | 37.58% | 56 | 425,410 | 8 | 289,547 | 121 | 438,406 |
| | | | | | | | |
| All Other WF Lots Excluding Cliffs, Reserve, or KK: | 62.42% | 93 | 219,705 | 10 | 140,360 | 193 | 285,270 |
| TOTAL WATERFRONT LOTS: | 100.00% | 149 | 297,017 | 18 | 176,110 | 314 | 344,281 |

Below are the bar-charts and the tables for the total waterfront lots beginning with 2013 on the far left through the year-ending 12-31-19 for waterfront homesites:





- Waterfront lot sales have had four consecutive years of price improvement.
- Inventory levels have continued to decrease so there is less to choose from.
- There are very few large, undeveloped tracts that are left for adding additional waterfront lots.
- A 104+ acre tract located on Doc Greer Lane shares a boundary with The Reserve@ Lake Keowee at an asking price of \$14,000,000 is the only large tract included in the "All Other WF lots" category below. We are co-listing agents on this parcel.

LAKE KEOWEE WATERFRONT LOTS' TABLES 2013-2019:

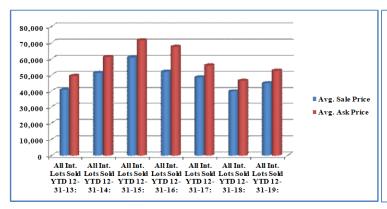
| LAKE KEUWEE WA | | | | | | 7013-20 | 17. | | | |
|--------------------------------------------------------------------------|---------------|--------------------------|----------------|------------|-----------|--------------------|----------|------|---------|---------|
| Lake Keowee WF Lots YTD 12-31-20 | | | | | | | | | | |
| ~ | Final Sold | Final Asking | | Avg. | Avg. Sale | Avg. Ask | _ | Bank | | |
| Status | Price | Price | Price | D.O.M. | | Price | Count | Own | Price % | Unit % |
| All WF Lots Sold YTD 12-31-19: | | 47,924,448 | 92.3% | 263 | 297,017 | 321,641 | 149 | 3 | | |
| All WF Lots Sold YTD 12-31-18: | | 57,010,674 | 92.6% | 232 | 277,771 | 300,056 | 190 | 5 | | |
| Difference: | | -9,086,226 | -0.2% | 31 | 19,246 | 21,584 | -41 | -2 | 6.93% | -27.52% |
| All WF Lots Sold YTD 12-31-17: | | 52,368,989 | 91.9% | 272 | 258,869 | 281,554 | 186 | 9 | | |
| All WF Lots Sold YTD 12-31-16: | | 44,544,459 | 90.6% | 215 | 249,147 | 274,966 | 162 | 7 | | |
| All WF Lots Sold YTD 12-31-15: | | 50,382,800 | 89.9% | 253 | 263,267 | 292,923 | 172 | 30 | | |
| All WF Lots Sold YTD 12-30-14: | | 43,268,800 | 86.4% | 236 | 287,618 | 332,837 | 130 | 22 | | |
| All WF Lots Sold YTD 12-30-13: | | 42,624,185 | 85.3% | 216 | 271,321 | 318,091 | 134 | 34 | | |
| All Pending WF Lots @ 01-06-20: | NA | 3,169,974 | NA | 291 | NA | 176,110 | 18 | 1 | | |
| All Active WF Lots @ 01-06-20: | NA | 108,104,195 | NA | 308 | NA | 344,281 | 314 | 6 | | |
| Cliffs' Communities WF Lots YTD 12 | 2-31-2019 vs. | 2018, 2017, 20 | | 2014, 201 | 13 | | | | | |
| | Final Sold | Final Asking | Ask | Avg. | Avg. Sale | Avg. Ask | | Bank | | |
| Status | Price | Price | Price | D.O.M. | _ | Price | Count | Own | | |
| | | 17,356,600 | | | | | | | | |
| Cliffs' WF Lots Sold YTD 12-31-19: | | | 91.5% | 253 | 441,338 | 482,128 | 36 44 | 2 | | |
| Cliffs' WF Lots Sold YTD 12-31-18: Difference: | -4,678,850 | 22,134,574 | 92.9% | -7 | -26.094 | 503,059 -20,931 | -8 | 0 | -5.91% | 22 220/ |
| Cliffs' WF Lots Sold YTD 12-31-17: | | -4,777,974 13,023,797 | -1.4% 92.0% | 336 | 374,547 | 406,994 | 32 | 3 | -3.91% | -22.22% |
| Cliffs' WF Lots Sold YTD 12-31-16: | | 11,723,100 | 88.8% | 349 | 371,746 | 418,682 | 28 | 5 | | |
| | 17,087,400 | 18,724,200 | 91.3% | 279 | 371,740 | 416,093 | 45 | 10 | | |
| Cliffs' WF Lots Sold YTD 12-31-15: Cliffs' WF Lots Sold YTD 12-31-14: | 14,953,900 | 17,227,400 | 86.8% | 411 | 467,309 | 538,356 | 32 | 8 | | |
| Cliffs' WF Lots Sold YTD 12-31-13: | 9,891,900 | 11,938,085 | 82.9% | 140 | 366,367 | 442,151 | 27 | 10 | | |
| Cliffs' Pending WF Lots @ 01-06-20: | NA | 1,272,474 | NA | 744 | NA | 424,158 | 3 | 1 | | |
| Cliffs' Active WF Lots @ 01-06-20: | NA | 32,021,474 | NA | 343 | NA NA | 438,650 | 73 | 3 | 73 | |
| | Final Sold | Final Asking | % of Ask | Avg. | Avg. Sale | Avg. Ask | _ | Bank | | |
| Status | Price | Price | Price | D.O.M. | | Price | Count | Own | | |
| Reserve WF Lots Sold YTD 12-31-19: | | 8,339,700 | 92.3% | 334 | 480,994 | 521,231 | 16 | 1 | | |
| Reserve WF Lots Sold YTD 12-31-18: | | 6,861,700 | 89.3% | 191 | 340,544 | 381,206 | 18 | 2 | | |
| Difference: | 1,566,100 | 1,478,000 | 2.9% | 143 | 140,449 | 140,026 | -2 | -1 | 41.24% | -12.50% |
| Reserve WF Lots Sold YTD 12-31-17: | | 6,039,199 | 88.4% | 248 | 410,574 | 464,554 | 13 | 1 | | |
| Reserve WF Lots Sold YTD 12-31-16: | | 4,376,000 | 90.8% | 140 | 441,389 | 486,222 | 9 | 0 | | |
| Reserve WF Lots Sold YTD 12-31-15: | | 6,049,000 | 88.4% | 209 | 411,215 | 465,308 | 13 | 2 | | |
| Reserve WF Lots Sold YTD 12-31-14: | | 3,534,400 | 85.2% | 183 | 250,833 | 294,533 | 12 | 2 | | |
| Reserve WF Lots Sold YTD 12-31-13: | | 10,314,900 | 87.9% | 140 | 412,193 | 468,859 | 22 | 6 | | |
| Reserve WF Pending Lots @ 01-06-20 | | 924,899 | NA | 713 | NA | 231,225 | 4 | 0 | | |
| Reserve Active WF Lots @ 01-06-20: | NA | 20,606,900 | NA | 168 | NA | 457,931 | 45 | 1 | | |
| Keowee Key WF Lots YTD 12-31-20: | 19 vs 2018 co | mparison 2017 | , 2016, 20 | 015, 2014, | 2013 | | | | | |
| | | | % of | | | | | | | |
| | Final Sold | Final Asking | Ask | Ave. | Ave Sale | Ave Ask | | Bank | | |
| Status | Price | Price | Price | D.O.M. | Price | Price | Count | Own | | |
| KK WF Lots Sold YTD 12-31-19: | 238,900 | 257,900 | 367.7% | 334 | 59,725 | 64,475 | 4 | 0 | | |
| KK WF Lots Sold YTD 12-31-18: | 385,500 | 403,500 | 389.8% | | 96,375 | 100,875 | 4 | 0 | | |
| Difference: | -146,600 | -145,600 | -22.1% | | -36,650 | -36,400 | 0 | 0 | -61.36% | 100.00% |
| KK WF Lots Sold YTD 12-31-17: | 0 | 0 | 0.0% | 0 | 0 | 0 | 0 | 0 | | |
| KK WF Lots Sold YTD 12-31-16: | 508,500 | 547,900 | 92.8% | 71 | 101,700 | 109,580 | 5 | 0 | | |
| KK WF Lots Sold YTD 12-31-15: | 377,500 | 468,400 | 80.6% | 428 | 94,375 | 117,100 | 4 | 0 | | |
| KK WF Lots Sold YTD 12-31-14: | 110,000 | 175,000 | 62.9% | 433 | 110,000 | 175,000 | 1 | 0 | | |
| KK WF Lots Sold YTD 12-31-13: | 0 | 0 | 0.0% | 0 | 0 | 0 | 0 | 0 | | |
| Keowee Key Pending WF Lots @ 01-0 |) NA | 119,000 | NA | 154 | NA | 119,000 | 1 | 0 | | |
| , J | | | | | | | | | | |

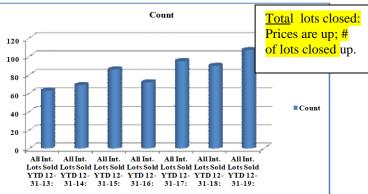
ALL LAKE KEOWEE INTERIOR LOTS/HOMESITES AT DECEMBER 31, 2019:

This is the distribution of the interior homesites. The market share of the large gated communities is shown separately. The Cliffs' Communities: 20.56%; The Reserve@ Lake Keowee: 4.67%; Keowee Key: 13.08%. The remainder is distributed between all the other communities, including all Crescent Development communities. The Excel spreadsheets that are the source of this data allow you to select the community of your choice by using the filter.

| Composition of Interior Lots Closed YEAR-END 2019: | % of Total Int. Lots closed | Count | Avg Sold Price | Count of Lots Pending | Pending Avg. Ask Price | Count of Lots Active | Active Avg. Ask Price |
|-------------------------------------------------------|--------------------------------------|-------|----------------------|-----------------------------|---------------------------------|----------------------|--------------------------|
| | | | | | | | |
| Cliffs' Communities Int. Lots Closed: | 20.56% | 22 | 66,659 | 2 | 144,950 | 56 | 99,497 |
| Reserve Int. Lots Closed: | 4.67% | 5 | 18,100 | 0 | 0 | 35 | 69,500 |
| Total Cliffs' & Reserve Combined Int. Lots Closed: | 25.23% | 27 | 57,667 | 2 | 0 | 91 | 69,500 |
| Keowee Key Int. Lots Closed: | 13.08% | 14 | 20,443 | 2 | 25,500 | 72 | 18,953 |
| Total Cliffs' & Reserve & KK WF Lots closed: | 38.32% | 41 | 44,956 | 4 | 85,225 | 163 | 56,705 |
| | | | | | | | |
| All Other Int. Lots Excluding Cliffs, Reserve, or KK: | 61.68% | 66 | 45,207 | 8 | 38,600 | 142 | 54,210 |
| TOTAL INTERIOR LOTS: | 100.00% | 107 | 45,111 | 12 | 54,142 | 305 | 57,674 |

Below are the bar-charts and the tables for the total interior lots beginning with 2013 on the far left through the year-ending 12-31-19 for interior homesites:





- Interior homesite sales have had a rockier road for price improvement.
- Inventory levels have continued to decrease so there is less to choose from.
- Boat slip availability is typical with most Crescent Communities; there are a few that do not have boat slips.
- Keowee Key and Keowee Harbours each has community boat slips and a waiting list.
- Keowee Key has listed the lots that the community owns.
- The Reserve@Lake Keowee currently has four interior lots for sale for \$1.00 and one for \$5.00.
- The Reserve@Lake Keowee sold one lot for \$1.00. Note that the membership fee must be paid.

LAKE KEOWEE INTERIOR LOTS' TABLES 2013-2019:

| Lake Keowee Interior Lots YTD 12-31-2019 vs. 2018, 2017, 2016, 2015, 2014, 2013 Final Sold Asking w of Ask Avg Sale Ask Price Count Own Price Price Price Price Count Own Price | LAKE KEOWEE INTER | | | | | : | | | | | • |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|----------------------------|---------------------------------------|----------------|-----------|------------------|------------------|--------|-------|------------------|---------|
| Status | Lake Keowee Interior Lots YTD 12-31 | -2019 vs. 201 | 8, 2017, 2010 | 5, 2015, 2014 | , 2013 | | | | | | |
| Status | | | Final | | | Avg. | Avg. | | | | |
| Status | | Final Sold | | % of Ask | Δνσ | _ | | | Rank | | |
| All Int. Lors Sold YTD 12-31-18: 3-588-98 | Status | | _ | | _ | | | Count | | Drice % | Unit % |
| All Inc. Lors Sold YTD 12-31-18. 3,588-99. 4,198.311 85.59% | | | | | | | | | | FIICE 70 | UIII 70 |
| Difference: | | | | | | | | | | | |
| All Int. Lors Sold YTD 12-31-17: 4,605,880 5,232.888 8,69% 522 48,704 56,041 95 9 All Int. Lors Sold YTD 12-31-16: 3,756,032 95,577.89 82.9% 386 0,976 71,605 86 26 All Int. Lors Sold YTD 12-31-16: 3,756,032 91,577.89 82.9% 386 0,976 71,605 86 26 All Int. Lors Sold YTD 12-31-16: 3,553,112 4,233.827 83.9% 312 51,494 61,360 69 26 All Int. Lors Sold YTD 12-31-16: 3,757,032 13,122,750 82.9% 216 40,005 49,567 63 31 All Int. Lors Sold YTD 12-31-16: 0,577,000 NA 161,000 NA 153 NA 54,142 12 1 All Int. Lors Sold YTD 12-31-16: NA 649,700 NA 153 NA 54,142 12 1 All Int. Lors Sold YTD 12-31-18: 1,759,0478 NA 418 NA 57,674 305 15 Chiffs' Communities Int Lors YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Sold Sold YTD 12-31-18: 1,466,500 18,818,747 80,6% 406 66,659 82,70 22 2 Chiffs' Int. Lors Sold YTD 12-31-18: 1,170,050 1,501,407 77.9% 263 88,503 75,052 04 4 Difference: 296,549 31,7700 2,785 144 81,817 7,618 2 -2 Chiffs' Int. Lors Sold YTD 12-31-16: 1,980,399 2,675,972 74.0% 360 110,028 148,665 18 2 Chiffs' Int. Lors Sold YTD 12-31-16: 1,980,399 2,675,972 74.0% 360 110,028 148,665 18 2 Chiffs' Int. Lors Sold YTD 12-31-18: 1,373,000 13,08,550 82,1% 21 NA 144,950 2 1 Chiffs' Int. Lors Sold YTD 12-31-18: 1,373,000 13,08,550 82,1% 21 NA 144,950 2 1 Chiffs' Int. Lors Sold YTD 12-31-19: 90,501 10,90,010 82,571,834 NA 279 NA 94,97 56 2 The Reserve@Lake Keowee Int. Lors YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Sold Sold YTD 12-31-18: 1,873,000 84,500 82,1% 243 51,180 63,312 21 16 Chiffs' Int. Lors Sold YTD 12-31-19: 90,501 10,500 87,900 NA 290,000 84,500 83,000 82,500 83,000 80,900 10 4 Reserve Int. Lors Sold YTD 12-31-19: 90,501 10,500 87,900 81,500 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 82,000 8 | | | | | | | - | | | 12 120/ | 10.000/ |
| All Int. Lors Sold YTD 12-31-16; | | | | | | | _ | | | 13.12% | 18.89% |
| All Int. Lors Sold YTD 12-31-15: 5.243,005 6,157.989 82.96 3866 60.976 71.605 86 26 All Int. Lors Cold YTD 12-31-13: 3.553,112 42.33.827 83.99% 342 61.404 61.305 69 26 All Int. Lors Sold YTD 12-31-13: 2.577,000 3,122.750 82.5% 216 40.905 49.567 63 31. All Int. Lors Cold YTD 12-31-13: 2.577,000 3,122.750 82.5% 216 40.905 49.567 63 31. All Int. Lors Cold YTD 12-31-13: 0.7590.478 NA 418 NA 57.674 305 15. Cliffs' Communities Int Lors YTD 12-31-2019 vs. 2018, 2017, 2016, 2015, 2014, 2013 Final Sold Price Price Price On O.O.M. Price Price Count Own Cliffs' Int. Lors Sold YTD 12-31-18: 1,170.050 1,501.407 77.9% 20.3 85.50 73.052 20 4. Cliffs' Int. Lors Sold YTD 12-31-18: 1,170.050 1,501.407 77.9% 20.3 85.503 75.052 20 4. Cliffs' Int. Lors Sold YTD 12-31-18: 1,170.050 1,501.407 77.9% 20.3 85.503 75.052 20 4. Cliffs' Int. Lors Sold YTD 12-31-16: 1,980.990 1,7700 2,759 144 81.07 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 14.08 | | | | | | | | | | | |
| All Int. Lors Sold YTD 12-31-14: 3.553.112 4.233.827 8.99% 342 51,404 61,360 69 26 All Int. Lors Sold YTD 12-31-13: 2.577,000 3.122,750 82.5% 216 40,905 49,567 63 31 All Int. Lors Active @ 01-04-20: NA 649,700 NA 153 NA 54,142 12 1 All Int. Lors Active @ 01-04-20: NA 649,700 NA 153 NA 54,142 12 1 All Int. Lors Active @ 01-04-20: NA 649,700 NA 153 NA 54,142 12 1 Efficil To Communities Int Lors YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Sold Asking % of Ask Avg, Sole Ask Bank Cliffs' Int. Lors Sold YTD 12-31-18: 1470,005 1,501.47 719% 203 8,503 75,052 20 4 Efficil Int. Lors Sold YTD 12-31-17: 1,958,313 1,229,400 85.5% 318 63.17 2 73,884 31 8 Efficil To Lors Sold YTD 12-31-16: 1,980,499 2.675,972 74.0% 360 110,028 148,665 18 2 Cliffs' Int. Lors Sold YTD 12-31-16: 1,980,499 2.675,972 74.0% 360 110,028 148,665 18 2 Cliffs' Int. Lors Sold YTD 12-31-16: 1,980,499 2.675,972 74.0% 360 110,028 148,665 18 2 Cliffs' Int. Lors Sold YTD 12-31-16: 1,980,499 2.675,972 74.0% 360 110,028 148,665 18 2 Cliffs' Int. Lors Sold YTD 12-31-16: 1,980,499 2.675,972 74.0% 360 110,028 148,665 18 2 Cliffs' Int. Lors Sold YTD 12-31-16: 1,980,499 2.675,972 74.0% 360 110,028 148,665 18 2 Cliffs' Int. Lors Sold YTD 12-31-19: 1,073,900 1,308,550 8.21% 243 51,138 62,312 21 16 Cliffs' Int. Lors Sold YTD 12-31-19: 1,073,900 1,308,550 8.21% 243 51,138 62,312 21 16 Cliffs' Int. Lors Sold YTD 12-31-19: 90,501 100,00% 105 18,100 18,100 5 0 Reserve Int. Lors Sold YTD 12-31-19: 90,501 90,501 100,00% 105 18,100 18,100 5 0 Reserve Int. Lors Sold YTD 12-31-19: 27,700 99,203 99 15.5% 240 29,883 31,876 1 0 0 Reserve Int. Lors Sold YTD 12-31-19: 90,501 90,501 100,00% 105 18,100 18,100 5 0 Reserve Int. Lors Sold YTD 12-31-19: 90,501 90,501 100,00% 105 18,100 18,100 5 0 Reserve Int. Lors Sold YTD 12-31-19: 90,501 90,501 100,00% 105 18,100 18,100 5 0 Reserve Int. Lors Sold YTD 12-31-19: 90,501 90,501 100,00% 105 18,100 105,101 38 1 1 Reserve Int. Lors Sold YTD 12-31-19: 90,501 90,501 100,00% 105 18,100 105,101 38 1 1 Reserve In | | | | | | | - | | | | |
| All Int. Lors Sold YTD 12-31-13: | | | | | | | | | | | |
| All Int.Lots Rending @ 01-04-20: NA 649,700 NA 153 NA 54,142 12 1 | | | | | | | | | | | |
| All Int. Lots Active @ 01-04-20: NA | | | | | | | - | | | | |
| Cliffs Communities Int Lots YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Asking Wor Ask Avg Sale Ask Bank Price Pr | _ | | | | | | | | | | |
| Final Sold Asking Worf Ask Avg A | All Int. Lots Active @ 01-04-20: | NA | 17,590,478 | NA | 418 | NA | 57,674 | 305 | 15 | | |
| Final Sold Asking Worf Ask Avg A | Cliffs' Communities Int Lots YTD 12-3 | 31-2019 vs 20 | 18 2017 20 | 16 2015 201 | 4 2013 | | | | | | |
| Final Sold Asking % of Ask Avg Sale Ask Bank Cliff's Int. Lots Sold YTD 12-31-19: 1,466,500 1,818,747 80,6% 406 66,659 82,670 22 2 2 2 2 2 2 2 2 | Chiris Communicies in Bots 11D 12 | 91 2019 1 5 20 | | 10, 2013, 201 | 1, 2015 | Avg. | Avg. | | | | |
| Satus | | Final Sold | | % of Ask | Avg. | _ | _ | | Bank | | |
| Cliffs' Int. Lots Sold YTD 12-31-18: 1,466,500 1,818,747 80,6% 406 66,659 82,670 22 2 Cliffs' Int. Lots Sold YTD 12-31-18: 1,170,050 1,501,047 77,9% 263 58,503 75,052 20 4 Cliffs' Int. Lots Sold YTD 12-31-17: 1,958,331 2,200,400 85,5% 318 63,172 73,884 31 8 Cliffs' Int. Lots Sold YTD 12-31-15: 1,980,499 2,675,972 74,0% 360 110,028 184,665 18 2 Cliffs' Int. Lots Sold YTD 12-31-14: 1,822,024 2,775,000 326 146,029 187,797 8 Cliffs' Int. Lots Sold YTD 12-31-13: 1,073,900 1,308,550 82.1% 243 51,138 62,312 21 16 Cliffs' Int. Lots Sold YTD 12-31-18: 1,807,300 1,308,550 82.1% 243 51,138 62,312 21 16 Cliffs' Int. Lots Sold YTD 12-31-19: 9,050 NA 251 NA 49,949 56 2 The Reserve@ Lake Keowee Int. Lots | Status | | - | | _ | | | Count | | | |
| Cliffs' Int. Lots Sold YTD 12-31-18: 1.170,050 1.501,047 77.9% 263 58,503 75,052 20 4 Difference: 296,450 317,700 2.7% 144 8,157 7,618 2 -2 Cliffs' Int. Lots Sold YTD 12-31-15: 1,980,499 2,675,972 74.0% 360 110,028 148,665 18 2 Cliffs' Int. Lots Sold YTD 12-31-15: 2,482,495 2,598,400 92.0% 360 110,028 148,665 18 2 Cliffs' Int. Lots Sold YTD 12-31-13: 1,073,900 1,308,550 82.1% 243 51,138 82,312 21 16 Cliffs' Int. Lots Sold YTD 12-31-13: 1,073,900 1,308,550 82.1% 243 51,138 82,312 21 16 Cliffs' Int. Lots Sold YTD 12-31-19: 0,000 NA 289,900 NA 221 NA 144,902 2 1 Cliffs' Int. Lots Sold YTD 12-31-19: 90.501 10.00 10.00 10.00 10.00 10.00 10.00 10.00 < | | | | | | | | | | | |
| Difference: 296,450 317,700 2.7% 144 8.157 7.618 2 -2 | | | | | | | | | | | |
| Cliffs' Int. Lots Sold YTD 12-31-17: | | | | | | | - | | | 13 9/1% | 10 00% |
| Cliffs' Int. Lots Sold YTD 12-31-16: 1,980,499 2,675,972 74.0% 360 110,028 148,665 18 2 Cliffs' Int. Lots Sold YTD 12-31-15: 2,482,495 2,698,400 92.0% 326 146,029 158,729 17 8 Cliffs' Int. Lots Sold YTD 12-31-14: 1,822,024 2,172,100 83.9% 411 72,881 86.884 25 14 Cliffs' Int. Lots Sold YTD 12-31-13: 1,073,900 1,308,550 82.1% 243 51,138 62,312 21 16 Cliffs' Int. Lots Sold YTD 12-31-13: 1,073,900 1,308,550 82.1% 243 51,138 62,312 21 16 Cliffs' Int. Lots Sold YED 12-31-18: 1,009 NA 221 NA 144,950 2 1 The Reserve Int. Lots Sold YED 12-31-19: 90,501 90,501 90,601 100,0% 105 18,100 8,00 9 0 Reserve Int. Lots Sold YED 12-31-18: 287,900 340,900 34,59 345 47,983 56,825 6 0 | | - | | | | | _ | | | 13.94/0 | 10.0070 |
| Cliffs' Int. Lots Sold YTD 12-31-15: 2,482,495 2,698,400 92.0% 326 146,029 158,729 17 8 Cliffs' Int. Lots Sold YTD 12-31-14: 1,822,024 2,172,100 83.9% 411 72,881 86,884 25 14 Cliffs' Int. Lots Sold YTD 12-31-13: 1,073,900 1,308,550 82.1% 243 51,138 62,312 21 16 Cliffs' Int. Lots Pending @ 01-04-20: NA 289,900 NA 221 NA 144,950 2 1 Cliffs' Int. Lots Sold YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final NA 279 NA 99,497 56 2 The Reserve Int. Lots Sold YTD 12-31-19: 90,501 90,501 100,00% 105 18,100 18,100 NA 9,897 50 0 Reserve Int. Lots Sold YTD 12-31-18: 287,900 340,900 84.5% 345 47,983 56,817 6 0 165,10% 20,00% Reserve Int. Lots Sold YTD 12-31-16: 501,500 639,900 | | | | | | | | | | | |
| Cliffs' Int. Lots Sold YTD 12-31-14: 1,822,024 2,172,100 83.9% 411 72,881 86,884 25 14 Cliffs' Int. Lots Sold YTD 12-31-13: 1,073,900 1,308,550 82.1% 243 51,138 62,312 1 Cliffs' Int. Lots Sold YTD 12-31-120: NA 28,990 NA 221 NA 144,950 2 Cliffs' Int. Lots Active @ 01-04-20: NA 5,571,834 NA 279 NA 99,497 56 2 The Reserve@Lake Keowee Int. Lots Syld D1-231-20-19 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Avg. Avg. Avg. Avg. Avg. Avg. Avg. Avg. Na Bank Status Price Price Price D.O.M. Price Price Count Own Price Price D.O.M. Price Price Count Own Avg. | | | | | | | | | | | |
| Cliffs' Int. Lots Sold YTD 12-31-13: | | | | | | | | | | | |
| Cliffs' Int. Lots Pending @ 01-04-20: NA | | | | | | | | | | | |
| Cliffs' Int. Lots Active @ 01-04-20: NA 5,571,834 NA 279 NA 99,497 56 2 The Reserve @ Lake Keowee Int. Lots YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Sold Asking % of Ask Avg Sale Ask Bank Price Price Price D.O.M. Price Price Count Own Reserve Int. Lots Sold YTD 12-31-19: 90,501 90,501 100.0% 105 18,100 18,100 5 0 Reserve Int. Lots Sold YTD 12-31-18: 287,900 340,900 84.5% 345 47,983 56,817 6 0 Difference: -197,399 -250,399 15.5% -240 -29,883 -38,716 -1 0 Reserve Int. Lots Sold YTD 12-31-16: 501,500 639,900 78.4% 282 55,722 71,100 9 0 Reserve Int. Lots Sold YTD 12-31-15: 704,600 848,900 83.0% 230 88,075 106,113 8 1 Reserve Int. Lots Sold YTD 12-31-13: 433,700 518,900 83.6% 292 54,213 64,863 8 5 Reserve Int. Lots Sold YTD 12-31-13: 433,700 518,900 83.6% 292 54,213 64,863 8 5 Reserve Int. Lots Sold YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Sold Sold Sold Sold Sold Sold Sold Sol | | | | | | | | | | | |
| The Reserve@Lake Keowee Int. Lots YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 | | | | | | | | | | | |
| Final Sold Asking % of Ask Avg Sale Ask Bank Price Price Price D.O.M. Price Price Price D.O.M. Price Price Price D.O.M. Price D.O.M. Price Price D.O.M. Price D.O.M. Price D.O.M. Price Price D.O.M. Price Price D.O.M. Price | Cliffs' Int. LotsActive @ 01-04-20: | NA | 5,571,834 | NA | 279 | NA | 99,497 | 56 | 2 | | |
| Final Sold Asking % of Ask Avg Sale Ask Bank Price Price Price D.O.M. Price Price Price D.O.M. Price Price Price D.O.M. Price D.O.M. Price Price D.O.M. Price D.O.M. Price D.O.M. Price Price D.O.M. Price Price D.O.M. Price | The Reserve@Lake Keowee Int. Lots \ | YTD 12-31-20 | 019 vs 2018, | 2017, 2016, 2 | 015, 2014 | 1, 2013 | | | | | |
| Status | | | Final | | | Avg. | Avg. | | | | |
| Status | | Final Sold | Asking | % of Ask | Avg. | Sale | Ask | | Bank | | |
| Reserve Int. Lots Sold YTD 12-31-19: 90,501 90,501 100.0% 105 18,100 18,100 5 0 Reserve Int. Lots Sold YTD 12-31-18: 287,900 340,900 84.5% 345 47,983 56,817 6 0 Difference: -197,399 -250,399 15.5% -240 -29,883 -38,716 -1 0 Reserve Int. Lots Sold YTD 12-31-17: 252,750 273,750 92.3% 349 42,125 45,625 6 0 Reserve Int. Lots Sold YTD 12-31-16: 501,500 639,900 78.4% 282 55,722 71,100 9 0 Reserve Int. Lots Sold YTD 12-31-15: 704,600 848,900 83.0% 230 88,075 106,113 8 1 Reserve Int. Lots Sold YTD 12-31-14: 500,000 599,200 83.4% 318 50,000 59,920 10 4 Reserve Int. Lots Sold YTD 12-31-13: 433,700 518,900 83.6% 292 54,213 64,863 8 5 Reserve Int. Lots Pending © 01-04-20: NA 0 NA 0 NA 0 NA 0 0 0 Reserve Int. Lots Active © 01-04-20: NA 2,306,486 NA 304 NA 65,900 35 2 Keowee Key Int. Lots YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Sold Asking % of Ask Avg Sale Ask Bank Price Price Price D.O.M. Price Price Count Own NA | Status | Price | - | Price | _ | Price | Price | Count | Own | | |
| Reserve Int. Lots Sold YTD 12-31-18: 287,900 | Reserve Int. Lots Sold YTD 12-31-19: | 90.501 | 90.501 | 100.0% | 105 | 18.100 | 18.100 | 5 | 0 | | |
| Difference: -197,399 -250,399 15.5% -240 -29,883 -38,716 -1 0 -165.10% -20.00% Reserve Int. Lots Sold YTD 12-31-17: 252,750 273,750 92.3% 349 42,125 45,625 6 0 0 Reserve Int. Lots Sold YTD 12-31-16: 501,500 639,900 78.4% 282 55,722 71,100 9 0 Reserve Int. Lots Sold YTD 12-31-15: 704,600 848,900 83.0% 230 88,075 106,113 8 1 Reserve Int. Lots Sold YTD 12-31-14: 500,000 599,200 83.4% 318 50,000 59,920 10 4 Reserve Int. Lots Sold YTD 12-31-13: 433,700 518,900 83.6% 292 54,213 64,863 8 5 Reserve Int. Lots Pending © 01-04-20: NA 0 NA 0 NA 0 0 0 Reserve Int. Lots Active © 01-04-20: NA 2,306,486 NA 304 NA 65,900 35 2 Reserve Int. Lots Sold YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Final Final Final Sold Asking Price Price Price D.O.M. Price Price Count Own RK Int. Lots Sold YTD 12-31-18: 268,000 295,175 90.8% 249 19,143 21,084 14 1 Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 6,79% 0.00% RK Int. Lots Sold YTD 12-31-17: 116,749 175,549 66.5% 201 12,972 19,505 9 1 RK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 0 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int. Lots Pending © 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | | | • | | | | | _ | - | | |
| Reserve Int. Lots Sold YTD 12-31-17: 252,750 273,750 92.3% 349 42,125 45,625 6 0 Reserve Int. Lots Sold YTD 12-31-16: 501,500 639,900 78.4% 282 55,722 71,100 9 0 Reserve Int. Lots Sold YTD 12-31-15: 704,600 848,900 83.0% 230 88,075 106,113 8 1 Reserve Int. Lots Sold YTD 12-31-14: 500,000 599,200 83.4% 318 50,000 59,920 10 4 Reserve Int. Lots Sold YTD 12-31-13: 433,700 518,900 83.6% 292 54,213 64,863 8 5 Reserve Int. Lots Pending @ 01-04-20: NA 0 NA 0 NA 0 0 0 Reserve Int. Lots Pending @ 01-04-20: NA 2,306,486 NA 304 NA 65,900 35 2 Keowee Key Int. Lots YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Sold Final Asking 6 of Ask Avg Sale Ask Bank Status Price Price Price D.O.M. Price Price Count Own KK Int. Lots Sold YTD 12-31-19: 286,200 324,700 88.1% 186 20,443 23,193 14 1 KK Int. Lots Sold YTD 12-31-18: 268,000 295,175 90.8% 249 19,143 21,084 14 1 Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 6,79% 0.00% KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int. Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | | | · · · · · · · · · · · · · · · · · · · | | | | | | | -165 10% | -20.00% |
| Reserve Int. Lots Sold YTD 12-31-16: 501,500 639,900 78.4% 282 55,722 71,100 9 0 Reserve Int. Lots Sold YTD 12-31-15: 704,600 848,900 83.0% 230 88,075 106,113 8 1 Reserve Int. Lots Sold YTD 12-31-14: 500,000 599,200 83.4% 318 50,000 59,920 10 4 Reserve Int. Lots Sold YTD 12-31-13: 433,700 518,900 83.6% 292 54,213 64,863 8 5 Reserve Int. Lots Pending @ 01-04-20: NA 0 NA 0 NA 0 O O O Reserve Int. Lots YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Sold Asking 6 of Ask Avg Sale Ask Bank Status Price Price Price D.O.M. Price Price Count Own KK Int. Lots Sold YTD 12-31-19: 286,200 324,700 88.1% 186 20,443 23,193 14 1 KK Int. Lots Sold YTD 12-31-18: 268,000 295,175 90.8% 249 19,143 21,084 14 1 Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 KK Int. Lots Sold YTD 12-31-17: 116,749 175,549 66.5% 201 12,972 19,505 9 1 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int. Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | | - | | | | | | | | 103.1070 | 20.0070 |
| Reserve Int. Lots Sold YTD 12-31-15: 704,600 848,900 83.0% 230 88,075 106,113 8 1 Reserve Int. Lots Sold YTD 12-31-14: 500,000 599,200 83.4% 318 50,000 59,920 10 4 Reserve Int. Lots Sold YTD 12-31-13: 433,700 518,900 83.6% 292 54,213 64,863 8 5 Reserve Int. Lots Pending @ 01-04-20: NA 0 NA 0 NA 0 0 0 Reserve Int. Lots Active @ 01-04-20: NA 2,306,486 NA 304 NA 65,900 35 2 Keowee Key Int. Lots YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Sold Asking % of Ask Avg. Sale Ask Bank Price Price Price D.O.M. Price Price Count Own KK Int. Lots Sold YTD 12-31-19: 286,200 324,700 88.1% 186 20,443 23,193 14 1 KK Int. Lots Sold YTD 12-31-18: 268,000 295,175 90.8% 249 19,143 21,084 14 1 Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-18: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int. Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | | | | | | | | | | | |
| Reserve Int. Lots Sold YTD 12-31-14: 500,000 599,200 83.4% 318 50,000 59,920 10 4 Reserve Int. Lots Sold YTD 12-31-13: 433,700 518,900 83.6% 292 54,213 64,863 8 5 Reserve Int. Lots Pending @ 01-04-20: NA 0 NA 0 NA 0 0 0 Reserve Int. Lots Active @ 01-04-20: NA 2,306,486 NA 304 NA 65,900 35 2 Keowee Key Int. Lots YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Avg. Avg. Sale Ask Bank Price Price Price Price D.O.M. Price Price Count Own KK Int. Lots Sold YTD 12-31-19: 286,200 324,700 88.1% 186 20,443 23,193 14 1 KK Int. Lots Sold YTD 12-31-18: 268,000 295,175 90.8% 249 19,143 21,084 14 1 Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 6.79% 0.00% KK Int. Lots Sold YTD 12-31-17: 116,749 175,549 66.5% 201 12,972 19,505 9 1 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int. Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 | | | | | | | | - | | | |
| Reserve Int. Lots Sold YTD 12-31-13: 433,700 518,900 83.6% 292 54,213 64,863 8 5 Reserve Int. Lots Pending @ 01-04-20: NA 0 NA 0 NA 0 0 0 Reserve Int. Lots Active @ 01-04-20: NA 2,306,486 NA 304 NA 65,900 35 2 Keowee Key Int. Lots YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Sold Asking % of Ask Avg Sale Ask Bank Price Price Price D.O.M. Price Price Count Own KK Int. Lots Sold YTD 12-31-19: 286,200 324,700 88.1% 186 20,443 23,193 14 1 KK Int. Lots Sold YTD 12-31-18: 268,000 295,175 90.8% 249 19,143 21,084 14 1 Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 6.79% 0.00% KK Int. Lots Sold YTD 12-31-17: 116,749 175,549 66.5% 201 12,972 19,505 9 1 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int. Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | | | | | | | | | | | |
| Reserve Int. Lots Pending @ 01-04-20: NA 0 NA 0 NA 0 0 0 0 0 0 0 0 0 0 0 0 0 | | | | | | | | | | | |
| Reserve Int. Lots Active @ 01-04-20: NA 2,306,486 NA 304 NA 65,900 35 2 Keowee Key Int. Lots YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Sold Asking Price Price Price Price D.O.M. Price Price Count Own KK Int. Lots Sold YTD 12-31-19: 286,200 324,700 88.1% 186 20,443 23,193 14 1 KK Int. Lots Sold YTD 12-31-18: 268,000 295,175 90.8% 249 19,143 21,084 14 1 Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 0 KK Int. Lots Sold YTD 12-31-17: 116,749 175,549 66.5% 201 12,972 19,505 9 1 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int. Lots Pending @ 01-07-20: NA 51,000 NA NA 25,500 2 O 1.000 5 NA 25,500 2 O 2.015,000 35 Distance Do 0.00% | | | | | | | | | | | |
| Keowee Key Int. Lots YTD 12-31-2019 vs 2018, 2017, 2016, 2015, 2014, 2013 Final Fina | | | | | | | | | | | |
| Final Sold Asking W of Ask Avg. Sale Ask Bank Price Price Price D.O.M. Price Price Count Own KK Int. Lots Sold YTD 12-31-19: 286,200 324,700 88.1% 186 20,443 23,193 14 1 KK Int. Lots Sold YTD 12-31-18: 268,000 295,175 90.8% 249 19,143 21,084 14 1 Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 KK Int. Lots Sold YTD 12-31-17: 116,749 175,549 66.5% 201 12,972 19,505 9 1 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int.Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | Reserve Int. Lots Active @ 01-04-20: | NA | 2,306,486 | NA | 304 | NA | 65,900 | 33 | 2 | | |
| Final Sold Asking W of Ask Avg. Sale Ask Bank Price Price Price D.O.M. Price Price Count Own KK Int. Lots Sold YTD 12-31-19: 286,200 324,700 88.1% 186 20,443 23,193 14 1 KK Int. Lots Sold YTD 12-31-18: 268,000 295,175 90.8% 249 19,143 21,084 14 1 Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 KK Int. Lots Sold YTD 12-31-17: 116,749 175,549 66.5% 201 12,972 19,505 9 1 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int.Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | Keowee Key Int. Lots YTD 12-31-201 | 9 vs 2018, 20 | 017, 2016, 201 | 15, 2014, 201 | 3 | | | | | | |
| Final Sold Asking Price Price D.O.M. Price Price Count Own KK Int. Lots Sold YTD 12-31-19: 286,200 324,700 88.1% 186 20,443 23,193 14 1 KK Int. Lots Sold YTD 12-31-18: 268,000 295,175 90.8% 249 19,143 21,084 14 1 Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 KK Int. Lots Sold YTD 12-31-17: 116,749 175,549 66.5% 201 12,972 19,505 9 1 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int.Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | · | | Einel | | | A | A | | | | |
| Status Price Price Price D.O.M. Price Price Count Own KK Int. Lots Sold YTD 12-31-19: 286,200 324,700 88.1% 186 20,443 23,193 14 1 KK Int. Lots Sold YTD 12-31-18: 268,000 295,175 90.8% 249 19,143 21,084 14 1 Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 6.79% 0.00% KK Int. Lots Sold YTD 12-31-17: 116,749 175,549 66.5% 201 12,972 19,505 9 1 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,30 | | Einel Cald | | 0/ of A -1- | Δ~ | _ | _ | | Donla | | |
| KK Int. Lots Sold YTD 12-31-19: 286,200 324,700 88.1% 186 20,443 23,193 14 1 KK Int. Lots Sold YTD 12-31-18: 268,000 295,175 90.8% 249 19,143 21,084 14 1 Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 KK Int. Lots Sold YTD 12-31-17: 116,749 175,549 66.5% 201 12,972 19,505 9 1 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int.Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | Status | | _ | | _ | | | Count | | | |
| KK Int. Lots Sold YTD 12-31-18: 268,000 295,175 90.8% 249 19,143 21,084 14 1 Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 6.79% 0.00% KK Int. Lots Sold YTD 12-31-17: 116,749 175,549 66.5% 201 12,972 19,505 9 1 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int.Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | | | | | | | | | | | |
| Difference: 18,200 29,525 -2.7% -63 1,300 2,109 0 0 6.79% 0.00% KK Int. Lots Sold YTD 12-31-17: 116,749 175,549 66.5% 201 12,972 19,505 9 1 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int.Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | | | | | | | | | | | |
| KK Int. Lots Sold YTD 12-31-17: 116,749 175,549 66.5% 201 12,972 19,505 9 1 KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int.Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | | | | | | | | | | 4 5 0 - : | 0.00=: |
| KK Int. Lots Sold YTD 12-31-16: 48,350 71,899 67.2% 172 8,058 11,983 6 1 KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int.Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | | | | | | | | | | 6.79% | 0.00% |
| KK Int. Lots Sold YTD 12-31-15: 40,600 50,000 81.2% 649 8,120 10,000 5 0 KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int.Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | | | | | | | - | | | | |
| KK Int. Lots Sold YTD 12-31-14: 89,500 111,200 80.5% 85 14,917 18,533 6 0 KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int.Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | | 48.350 | 71,899 | 67.2% | 172 | | | 6 | | | |
| KK Int. Lots Sold YTD 12-31-13: 81,400 109,300 74.5% 114 11,629 15,614 7 1 KK Int.Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | | | | | | | | | | | |
| KK Int.Lots Pending @ 01-07-20: NA 51,000 NA 239 NA 25,500 2 0 | KK Int. Lots Sold YTD 12-31-15: | 40,600 | | | | • | | 5 | 0 | | |
| · · · · · · · · · · · · · · · · · · · | KK Int. Lots Sold YTD 12-31-15: KK Int. Lots Sold YTD 12-31-14: | 40,600 89,500 | 111,200 | 80.5% | 85 | 14,917 | 18,533 | | | | |
| KK Int. Lots Active @ 01-07-20: NA 1,364,600 NA 668 NA 18,953 72 0 | KK Int. Lots Sold YTD 12-31-15: KK Int. Lots Sold YTD 12-31-14: KK Int. Lots Sold YTD 12-31-13: | 40,600 89,500 | 111,200 | 80.5% | 85 114 | 14,917 | 18,533 | 6 7 | 0 | | |
| | KK Int. Lots Sold YTD 12-31-15: KK Int. Lots Sold YTD 12-31-14: KK Int. Lots Sold YTD 12-31-13: | 40,600 89,500 81,400 | 111,200 109,300 | 80.5% 74.5% | 85 114 | 14,917 11,629 | 18,533 15,614 | 6 7 | 0 | | |

DATA SOURCE FOR THE STATISTICS: All of the data is sourced from our Multiple Listing Service. It is not reflective of non-MLS sales. The data is consistent from year to year. If an agent enters their property into the MLS as "Lake Keowee", it appears in this data. All of the data is downloaded into Excel Spreadsheets and sorted by price followed by subdivision. A "FILTER" appears above the subdivision column and you may select or de-select any subdivisions you want.

The Cason Group began 2004 when Patti Cason and Michele Davies started as "Patti & Michele". We had a great partnership for seven years. In 2005, Gary Cason joined our team. We are Keller Williams agents because we believe they are the very best local, national, and international brokerage. The technology, the training, and the values of this company are necessary, motivating and inspiring. Our group is comprised of exceptional Realtors: Renee Baxter, our expert Buyers agent, David Vandeputte, our expert Cliffs' Communities associate, and Melissa Cason-Custer, our assistant. In our market, we closed the highest number of units between 2015-2019.

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Sincerely,

Patti Cason

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