

The Keith Report

First Quarter 2011



Welcome to **The Keith Report**, our quarterly examination of Canyon Lake's residential real estate market. This report uses data based on transactions that closed (inside the gates) in the First Quarter (January 1 - March 31, 2011) & compares them to closings that took place the previous quarter as well as the same time last year. Although 2011 has been a bit sluggish with a 13% decrease in the number of sales over last quarter as well as an 18% decrease from 1st quarter 2010, the average sales price was up 6% from last quarter. With over half the sales coming from short sales & bank owned properties, prices continue to remain stable. For the most comprehensive analysis of Canyon Lake's real estate market, please visit us at www.kerrykeithrealestate.com/thekeithreport

First Quarter Sales in Canyon Lake

Total Homes Sold: 61

Average Sale Price: \$279,653

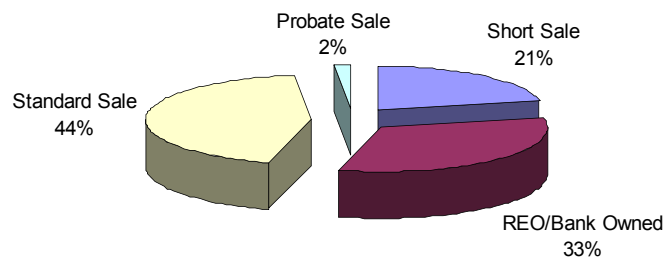
Average List Price: \$291,862

Average Days on Market: 100

Highest Priced Sale: \$719,900

Lowest Prices Sale: \$99,900

PROPERTIES SOLD 1ST QUARTER



Golf Course Homes

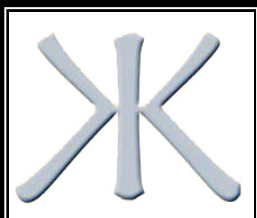
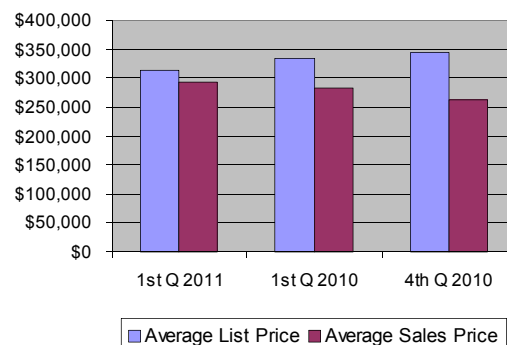
Homes Sold: 3

Ave. Sales Price: \$276,667

Homes for Sale: 6

Ave. List Price: \$433,215

1st Quarter 2011 Comparison



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Waterfront homes continue to steadily sell with a boost in the average sales price up almost 1% from last quarter, though it takes 17 days longer on average, to sell a home on the water. Sales of homes on the golf course remain unchanged from last quarter with 3 sales. Of the total homes currently for sale inside the gates of Canyon Lake, over one-third of them are being sold as a short sale while 10% being bank owned, leaving over half of the homes currently on the market as a standard sale.

For Sale in Canyon Lake

Homes For Sale: 120

Available Homes in Short Sale: 33%

Available Homes Bank Owned: 11%

Average List Price: \$444,373

Average Days on the Market (DOM): 148

Lowest Priced Listing: \$120,000 (condo)

Highest Priced Listing: \$1,999,999

Listings in Back-up Status: 24

Listings in Pending Status: 44

Average List Price (Pending/Back-Up): \$252,062

Average DOM (Pending/Back-Up): 123

Lots for Sale: 35 (1 Pending)

Average List Price Lots: \$181,085

Waterfront Homes

Waterfront Homes For Sale: 27

Average List Price: \$906,722

Lowest Priced Waterfront Home: \$308,900

Highest Priced Waterfront Home: \$1,999,999

Average Days on the Market: 230

Waterfront Homes in Pending/Back-Up Status: 10

Waterfront Homes Sold: 13

Average Sales Price: \$502,142

Lowest Priced Waterfront Sale: \$299,900

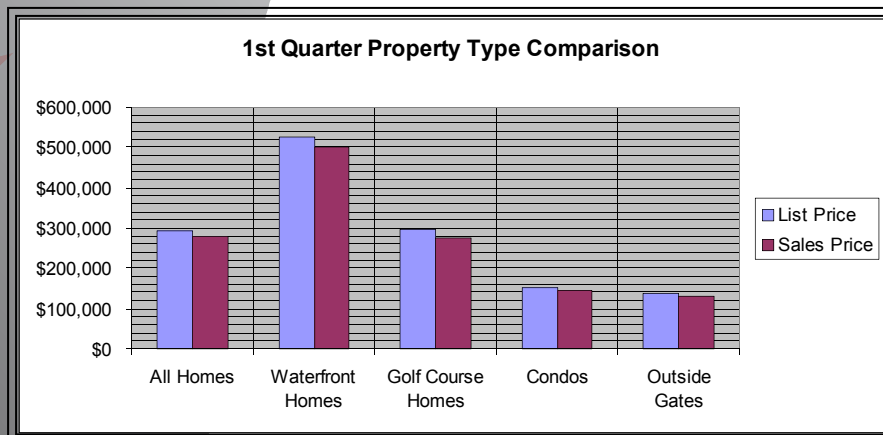
Highest Priced Waterfront Sale: \$775,000

Average Sales Days on the Market: 117

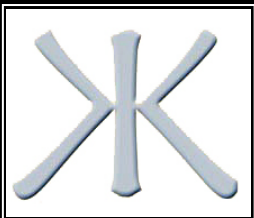
Waterfront Lots for Sale: 10

Average List Price Lots: \$403,570

Three condos
sold this
quarter



Canyon Lake
member for
32 years



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