

The Keith Report

1st Quarter 2012

With Freddie Mac & Fannie Mae beginning to streamline the short sale process starting in June, offering a final decision within 60 days, this may be great news for homeowners who are wanting to short sale their home instead of foreclosing. This also comes at a great time because as of right now the IRS has not extended its Mortgage Tax Relief Act that is scheduled to expire on December 31, 2012. So for homeowners wanting to short sale their home & take advantage of this Act, there is no better time than now - just make sure you hire a Realtor who is knowledgeable in the short sale process, experienced in negotiating with lenders (& doesn't charge you or your buyer a negotiating fee), registered with the lenders affiliates, and knows how to make sure your lender doesn't foreclose on your property during the process. For more information about how to short sale your home or frequently asked questions, visit our short sale page at kerrykeithrealestate.com/short-sales.

Currently there are only 28 waterfront homes available for sale in the lake with 24 of them listed over \$500,000, creating a demand for the lower priced waterfront homes. With warmer temperatures in the air and in the water, waterfront homes (& pool homes) typically tend to sell better in the spring and summer months. What buyers want... easy access to the lake and a great outdoor space for entertaining and to enjoy the views. An outdoor space is just as important as the indoors, so spend a little extra time on the outdoor space before listing your home. For some great tips on how to get your home ready to sell, visit us at kerrykeithrealestate.com/sales

Waterfront Homes



For Sale in Canyon Lake

Total Homes Sold: 14 (1 condo)

Homes For Sale: 88

Ave. List Price: \$556,630 - Ave. Sale Price: \$535,529

Short Sales: 16% - Bank Owned: 13%

Average Days on the Market (DOM): 115

Average List Price: \$495,229

Lowest \$ Sale: \$290,000 - Highest \$ Sale: \$1,050,00

Average Days on the Market: 124

Waterfront Homes For Sale: 28 Pending: 12

Listings in Pending Status: 83 - Ave. List Price: \$264,586

Ave. List Price: \$820,509 - Ave. DOM: 125

Lots for Sale: 28 - Ave. List Price: \$122,139 - Ave. DOM: 33

Waterfront Lots For Sale: 6 - Ave. List Price: \$292,317

Homes For Sale Golf Course: 6 - Ave. List Price: \$346,967



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