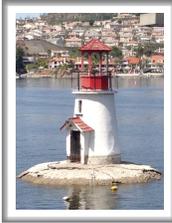


The Keith Report

1st Quarter 2013



Waterfront homes push our sale prices up in Canyon Lake and 1st quarter was no different with waterfront homes averaging a sales price of \$439,808 up 40% over all homes sold in Canyon Lake, but down from last year when we saw an average sales price of waterfront homes at \$505,675. The biggest factor right now in waterfront home prices is demand. There are currently only 12 waterfront homes for sale and they're selling almost 50% faster in 1st quarter than in all of 2012.

Homes on the golf course remain steady with 3 sales in 1st quarter. There were 10 homes that sold in the 1st quarter with pools averaging a sales price of \$409,250. Pool home sales always increase in the warmer months and with only 13 homes with pools currently for sale and all of them except 2 over \$475,000 there is a demand for homes with pools in the lower price range. Lots stayed steady as well however, there's been an increase in the interest in lots, especially waterfront lots. As home prices increase so does the value of buying a piece of land and building. One of the biggest indicators that a real estate market is solid and thriving is the building of new homes. With Audie Murphy Ranch and Canyon Hills continually building and selling out of their new homes; here in Canyon Lake we will see the benefits because for those of us who live here, there is no better place in the area that can come close to our community and all that it offers. For more information, current listings, or to view previous Keith Reports please visit our webpage at kerrykeithrealestate.com.

Waterfront Homes

Total Homes Sold: 15.

Ave. List Price: \$454,661 - Ave. Sale Price: \$439,808

Average Days on the Market (DOM): 92

Lowest \$ Sale: \$130,000 - Highest \$ Sale: \$928,000

Waterfront Homes For Sale: 12 - Pending: 11

Ave. List Price: \$708,883 - Ave. DOM: 76

Waterfront Lots For Sale: 6 - Ave. List Price: \$288,300



For Sale in Canyon Lake

Homes For Sale: 78

Short Sales: 17 - Bank Owned: 5

Average List Price: \$496,707

Average Days on the Market: 76

Listings in Pending Status: 71 - Ave. List Price: \$347,797

Lots for Sale: 24 - Ave. List Price: \$132,217 - Ave. DOM: 430

Homes For Sale Golf Course: 2 - Ave. List Price: \$485,975



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