



The Keith Report

4th Quarter 2013

Waterfront homes accounted for approximately 15% of sales this quarter including 2 waterfront condos. The average sale price of \$528,612 for a waterfront home in 2013 was up 4.5% from 2012, but down 1.4% from 2011. Golf course home sales hit a low this quarter with only 1 sale, bringing the total to 11 sales in 2013 with an average sale price of \$360,132, up 21% from 2012. Lot sales were up 38% this year with a total of 26 sales and an average sales price of \$72,932, up 6% from 2012. The Fairway Estates had 10 sales in 2013, up 40% from 2012 with an average sales price of \$130,871. There were 80% less distressed properties (short sales and bank owned homes) that sold in 4th quarter of 2013 than 1 year ago, signs of a more balanced market. It also took 19 days less to sell a home in 2013 than in 2012 with an average of 74 days on the market in the 4th quarter. After a strong rebound in 2013, home sales had a slow start in 2014 with only 16 sales in January. Interest rates are still relatively low and there's talk that lenders are beginning to ease limits on loans hoping to aid in the real estate market recovery. **Trivia Question:** In the last 12 years, which year recorded the most home sales? For the answer and more info. visit us at kerrykeithrealestate.com/blog-1 where you'll find daily updates, market recaps, and tips

on Canyon Lake's real estate market.



Waterfront Homes

For Sale in Canyon Lake

Total Homes Sold: 7

Homes For Sale: 106

Ave. List Price: \$557,700 - Ave. Sale Price: \$535,714

Short Sales: 4 - Bank Owned: 2

Average Days on the Market (DOM): 148

Average List Price: \$540,412

Lowest Sale: \$250,000 - Highest Sale: \$700,000

Average Days on the Market: 107

Waterfront Homes For Sale: 38 - Pending: 5

Listings in Pending Status: 30 - Ave. List Price: \$369,271

Ave. List Price: \$505,380 - Ave. DOM: 122

Lots for Sale: 21- Ave. List Price: \$120,676 - Ave. DOM: 301

Waterfront Lots For Sale: 1 - Ave. List Price: \$349,000

Homes For Sale Golf Course: 8 - Ave. List Price: \$447,025



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**#1 Agent for
 Canyon Lake
 in Sales &
 Volume in 2013**

