



Welcome to the Keith Report, our quarterly examination of Canyon Lake's residential real estate market. First quarter sales were up 5% though the average sales price was down 12% from the same time last year. The average sale price was only 3% less than the average list price. Canyon Lake already has 64 homes sold in 2nd quarter with another month to help exceed the 79 homes that were sold during the 2nd quarter last year. There were 7 distressed home sales this quarter with an average sales price of \$263,214. There are currently 7 distressed homes pending with an average list price \$304,828 & 7 homes available for sale with an average list price \$330,543 that are either a short sale, bank owner, or a probate sale. Waterfront sales were down this quarter with 8 sales, the lowest quarter since 3rd quarter 2011 where there were 5 sales. For sellers wanting to know if now is a good time to sell; In the past 3 years, April - June have brought the most home sales in Canyon Lake with the summer months, July - August showing the 2nd highest home sales. Though our number of sales may be down & it may take a little longer to sell a home, sales prices in Canyon Lake have continued to increase for the past 3 years. For buyers wanting to know if it's a good time to buy; with over 60 of homes for sale under \$400,000, interest rates as low as 3.25% for a 15 year fixed, & possible tax savings; there is no better time to buy.



## 1st Quarter Sales in Canyon Lake

**Total Homes Sold: 57**

Houses: 53 ~ Condos: 2 ~ Manuf. Homes: 2

Ave. Sales Price: \$357,663 ~ Ave. List Price: \$369,519

Average Days on the Market (DOM): 93

Lowest Sale: \$185,000 ~ Highest Sale: \$689,000

**Waterfront Homes: 8**

Ave. Sales Price: \$574,875 ~ Ave. List Price: \$602,362

Average DOM: 136

**Golf Course Homes: 1**

Sales Price: \$376,000 ~ List Price: \$398,000

Average DOM: 35

**Condos: 2**

Ave. Sales Price: \$262,500 ~ Ave. List Price: \$289,000

Average DOM: 126

**Manufactured Homes: 2**

Ave. Sales Price: \$116,500 ~ Ave. List Price: \$119,500

Average DOM: 44

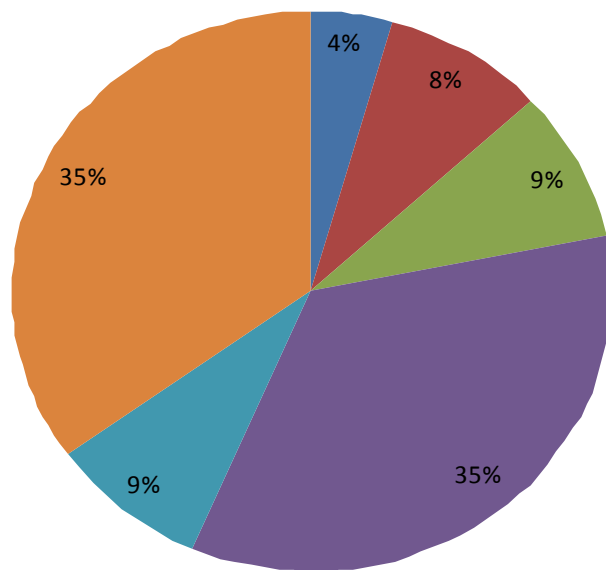
**Lots: 2**

Ave. Sales Price: \$61,500 ~ Ave. List Price: \$69,000

Average DOM: 137

## Properties Sold in 1st Q

- Golf Course
- Condo
- Lots
- Waterfront
- Manufactured
- Pool Homes



## KERRY KEITH REAL ESTATE

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**#1 AGENT for  
Canyon Lake in  
Sales & Volume  
in 2013!**

