

1. We have been working on Lake Keowee since 1989, where we have sold 100's of millions of dollars in property since then. Please watch video 4 on the "Why choose us?"
<http://www.lakekeoweerealestateexpert.com/LakeKeoweeVideoListingPresentation.asp>
2. We have listed in excess of 70 properties on Lake Keowee in the last year.
3. We have sold 41 real estate sides on Lake Keowee since the beginning of 2010 for over \$17 million in volume.
4. The time your property stays on the market is directly linked to your willingness to price it appropriately. The current market lends itself to long marketing time for lake front properties especially with short sales and foreclosures. The seller must be prepared to compete with the current inventory.
5. Before the current downturn we were averaging 95% list to sell price. List to sell price averages have been effected by short sales, etc. Our current list to sell price has dropped to around 90%.
6. We are currently marketing 70 Lake Keowee waterfront properties.
7. We specialize in Lake Keowee waterfront real estate.
8. We currently rank #2 in the Upstate Multiple Listing service for volume of property sold in 2010 out of all 1000 plus agents ranked.
9. We have a team made up of Mike Roach, Matt Roach, Rick Miller and Vivian Holliday. Mike and Matt are licensed realtors and take care of listing appointments marketing and sales. Rick Miller and Vivian Holliday take care of clerical and data input duties.
10. Please view the 4 videos located at the following link as well as the additional information:
<http://www.lakekeoweerealestateexpert.com/LakeKeoweeVideoListingPresentation.asp>
11. We do make recommendations as to how to set up your property to give it the best chance to get sold.
12. We keep in touch with you through phone calls, emails and old fashioned snail mail. We also create weekly blogs and monthly update videos to keep you informed as to the status to Lake Keowee Real Estate. Please go to the following link to view our communication schedules:
http://www.lakekeoweerealestateexpert.com/images/website/Lake_Keowee_Real_Estate_Listing_Plan.pdf
13. We sit down with you and show you the solds, expireds, and currently listed inventory that best matches your property. Based on that information you decide what price is best.
14. With pricing you need to stay on top of the market. We recommend reassessing current listing price every 30 days. The current issue is the changing season. Once we get into the winter the chances of a sale decrease drastically. If there is no sale prior to winter, you may want to consider pulling it off the market until early spring.
15. We charge 10% to list a building lot or 6% to list a residence.

16. We have a list of satisfied customers located on our website. Check it out at:
<http://www.lakekeoweerealestateexpert.com/LakeKeoweeVideoListingPresentation.asp>
17. We are members of the Western Upstate MLS as well as the Greenville MLS. As well as being members of the National Association of Realtors. We spend time around the area getting involved in fundraising activities such as golf tournaments and the like.
18. For personal marketing materials to review please go to the "Why choose us" portion of our website at:
<http://www.lakekeoweerealestateexpert.com/LakeKeoweeVideoListingPresentation.asp>
19. We will have several questions for you at the time you decide to list your property.
20. The best way to figure out if you are comfortable with us is to have a sit down meeting. For many folks this is difficult to do as they live in various areas of the country and rarely visit. The next best thing is to call and see how the conversation goes!