real estate
Advertising Supplement to The Post and Courier
SATURDAY, NOVEMBER 14, 2026



Autumn Lux

Across the Lowcountry, luxury options abound this fall, Page 12

Advertising Supplement to The Post and Courier



CLIFFS REALTY/PROVIDED

Listed for $11.995 million, the 9,500-square-foot home at 686 Crystal Cove Trail sits at the tip of a point that juts out into Lake Keowee.

Lake Keowee luxury property lists for nearly $12M

BY DAVID CARAVIELLO
Special to The Post and Courier

It features chestnut floors fashioned from reclaimed wood, laundry rooms on every level, concealed closets and 900 feet of shoreline. And then there's the list price, which is among those redefining the top of the real estate market on Lake Keowee.

The five-bedroom, 9,500-square-foot residence at 686 Crystal Cove Trail near Salem hit the market in early October for $11.995 million, which if sold would set a new residential single-sale price record for the Upstate. After two Lake Keowee homes sold for $10 million or more, the ante is being upped — in addition to 686 Crystal Cove Trail, there's a another Lake Keowee home at 218 Hermitage Drive near Six Mile listed for $12.75 million.

In May 2022, the most expensive home ever sold on Lake Keowee went for $5.75 million. The top of the market has escalated rapidly since then, breaking the $10 million barrier in October of 2024 and now teasing $12 million. And no surprise — it's likely to only go higher from there.

"I think you're getting to a point on Lake Keowee where there aren't any large undeveloped parcels left that I know of, and The Cliffs doesn't have any new releases coming down the pipeline," said Justin Coleman of Cliffs Realty, the listing agent on 686 Crystal Cove Trail, which is located in The Cliffs at Keowee Falls. "So if history tells me anything, it's that the prices are just going to keep going up."

Arrowhead Point

At 686 Crystal Cove Trail, it all begins with the setting. The home and its 1.1-acre lot occupy the tip of a peninsula known as Arrowhead Point, which looks like exactly that



Justin Coleman

when seen from above. Water envelops the $11.995 million listing on three sides, as the residence looks out into the body of Lake Keowee.

"It's a true point lot, and one of the few on Lake Keowee that is out on the main channel," Coleman said. "It gives you views up the main channel all the way toward the Blue Ridge Mountains, and also south down the main channel. And beyond that, (the lot) is almost flat. There's very, very little topography, which on the north end of Keowee is hard to find. So it's a really special piece of property."

Built in 2017 by The Carver Group and designed by architect Rene Hoffman with interiors by Trish Gorman, the home feels grand and spacious while complementing the natural landscape at the same time. There's no drywall on the main floor — it's all shiplap, tongue-and-groove wood panels, and wainscoting. The living area with its vaulted and beamed ceiling opens to a four-season porch with retractable panels and a fireplace.

The home includes a private apartment with its own kitchen and living room, a theatre room, temperature-controlled wine cellar, custom bunk room, gym and downstairs level with a bar and pool table. The primary suite features heated bathroom floors, each level has its own laundry room, and an outdoor hot tub looks out over the lake.

"When you are getting into this price range, you have to have characteristics that separate your home from everything else. The level of craftsmanship and detail here really shows," Coleman said. "These folks brought in their own architect from Philadelphia, and just knocked it out of the park."

$12 million and up

While The Cliffs properties have always attracted buyers from across the country and the globe, that trend was accelerated by a pandemic that led cash-rich transplants to flock to the Lake Keowee area. In recent years, Coleman said he's seen buyers from all over — which he expects will be the case once again with 686 Crystal Cove Trail.

"It's not just the Southeast," he added. "We have folks from the West Coast. Texas has been a big market. Chicago's always been a big market. Florida, we have what we call halfbacks — they started up north, went to Florida, and now they're coming halfway back."

Lake Keowee properties have also seen an increase in full-time residents — across the lake at The Cliffs at Keowee Springs, Coleman said, more than 60 percent of homeowners now live there full time. The Crystal Cove Trail home "was designed in such a way to be a full-time residence, as it has been for the current owners," he added.

And it's likely a harbinger of even higher list prices to come. Coleman said each of the Cliffs properties on Lake Keowee — The Cliffs at Keowee Falls near Salem, The Cliffs at Keowee Vineyards near Sunset, and The Cliffs at Keowee Springs near Six Mile — have grand estates that could push lake list prices into the $15 million range if they were to go up for sale.

"I can think of a few — a couple in the Falls, one or two in the Vineyards, and then a handful as well in the Springs— that if they ever came to market, I could see them fetching $15 million-plus," Coleman said. "The main reason is several of those are on multiple lots — three, four, even five lots combined, with a 10,000-square-foot-plus main home, possibly even a guest home, and just an incredible level of detail. So I think it's very possible that there are homes that exist that could fetch that price range."



CLIFFS REALTY/PROVIDED

The $11.995 million listing at 686 Crystal Cove Trail was constructed in 2017 and sits on a 1.1-acre lot with 900 feet of waterfront.



CLIFFS REALTY/PROVIDED

The $11.995 million listing at 686 Crystal Cove Trail features an outdoor spa which looks out over Lake Keowee.