

Clear Lake Real Estate

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April, 2012 Market Report Single Family Residential Dwellings (Does not include townhouse, condo, midrise, etc.)

CCISD Report

CLEAR CREEK ISD April 2012 Home Sales by Price

Price Range	# Sold	Active Listings	Month's of Inventory	Market
\$0-\$100K	21	63	3.0	Extreme Seller's Market
\$100-\$200K	106	527	5.0	Normal Seller's Market
\$200-\$300K	69	356	5.2	Normal Seller's Market
\$300-\$400K	14	124	8.9	Balanced Market
\$400-\$500K	9	63	7.0	Balanced Market
\$500-\$600K	3	25	8.3	Balanced Market
\$600-\$700K	1	14	14.0	Extreme Buyer's Market
\$700-\$800K	0	12	N/A	No Sales This Month
\$800-\$900K	0	11	N/A	No Sales This Month
\$900-\$1M	0	6	N/A	No Sales This Month
\$1M-\$2M	1	29	29.0	Extreme Buyer's Market
\$2M-\$3M	0	3	N/A	No Sales This Month
>\$3M	0	1	N/A	No Sales This Month
Overall Mkt	224	1234	5.5	Normal Seller's Market
12+ months of inventory		Extreme Buyer's Market		High depreciation
9-12 months of inventory		Normal Buyer's Market		Moderate depreciation
6-9 months of inventory		Balanced Market		Flat to moderate depreciation
3-6 months of inventory		Normal Seller's market		Moderate to high appreciation
0-3 months of inventory		Extreme Seller's Market		High appreciation

Market is warming with the weather. Good to balanced market to \$600K. Still very slow in the higher price bands. Overall, CCISD showing a seller to balanced market. Sales are great under 300K, balanced to 600K, and no so great over. If you need to sell your home, Call ME ☺ This is the **perfect** time to have your home on the market.

↓ Scroll down for Friendswood, and Zip code reports ↓

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FRIENDSWOOD ISD Report

Friendswood ISD April 2012 Home Sales by Price

Price Range	# of Solds	Active Listings	Month's of Inventory	Market
\$0-\$100K	2	6	3.0	Extreme Seller's Market
\$100-\$200K	9	54	6.0	Balanced Market
\$200-\$300K	4	45	11.3	Normal Buyers Market
\$300-\$400K	5	50	10.0	Normal Buyers Market
\$400-\$500K	5	22	4.4	Normal Seller's Market
\$500-\$600K	2	11	5.0	Normal Seller's Market
\$600-\$700K	0	20	N/A	No Sales This Month
\$700-\$800K	0	10	N/A	No Sales This Month
\$800-\$900K	0	4	N/A	No Sales This Month
\$900-\$1M	0	3	N/A	No Sales This Month
\$1M-\$2M	0	6	N/A	No Sales This Month
\$2M-\$3M	1	2	N/A	Extreme Seller's Market
>\$3M	0	0	N/A	No Sales This Month
Overall Mkt	28	233	8.3	Balanced Market
12+ months of inventory		Extreme Buyer's Market		High depreciation
9-12 months of inventory		Normal Buyer's Market		Moderate depreciation
6-9 months of inventory		Balanced Market		Flat to moderate depreciation
3-6 months of inventory		Normal Seller's market		Moderate to high appreciation
0-3 months of inventory		Extreme Seller's Market		High appreciation

Similar to the CCISD market, Friendswood ISD is strong below \$600K, and very weak over. The 2012 summer market is heating up. This is the PERFECT time to put your home up for sale. Call me, today.

↓ **Scroll down for market report by Zip Code** ↓

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ZIP CODE Report

April 2012 Greater Clear Lake Area by Zip Code

<u>Zip Code</u>	<u># SOLD</u>	<u>Active Listings</u>	<u>Month's of Inventory</u>
77058	5	29	5.8
77059	17	99	5.8
77062	18	103	5.7
77518	4	62	15.5
77546	55	343	6.2
77565	9	80	8.9
77573	114	579	5.1
77584	99	572	5.8
77586	17	150	8.8
77598	10	50	5.0
Average	348	2067	5.9

12+ months of inventory	Extreme Buyer's Market
9-12 months of inventory	Normal Buyer's Market
6-9 months of inventory	Balanced Market
3-6 months of inventory	Normal Seller's market
0-3 months of inventory	Extreme Seller's Market

Zip Code months of inventory improved again over March. Sales have expanded into the \$300 to \$600K price bands, along with the homes priced to \$300K. Market is continuing to improve. Homes are selling! Still, your home needs to be priced right, in almost perfect condition, and marketed to sell. Don't just list your home, sell it. Call me and put my 19 years of experience to work for you. This tough market calls for expert marketing. It's not the time to use a friend, relative, or someone who sits next to you in church. This market is tough, and you need a tough Realtor who'll tell you what you need to hear, not what you want to hear, to sell your home.

Debbie Russell ... Quietly Doing Things the "Right Way" since 1992 ... (281)-910-2001

12 Year Market Snap Shot – Home Sales – Clear Creek ISD (no townhouse, condo, etc.)

748 Closed sales during the first four months of 2012

951 Closed sales during the first four months of 2006

769 Closed sales during the first four months of 2001

1 Month Market Snap Shot- April 2012

Of the homes that did sell they sold at 97% of list price on Median level and in 48 days...

Sold – 225 April 2012 – CCISD															
	SqFt	Beds	FB	HB	List Price	LP/SqFt	Sale Price	SP/SqFt	Adj. Sale Price	Adj. SP/SqFt	SP/LP %	DOM	CDOM	Year Built	
Min	1045	2	1	0	41500	25.73	35000	22.01	35000	22.01	74 %	0	0	1925	
Avg	2499	3.62	2.32	0.46	216371	86.58	208013	83.24	205911	82.4	97 %	83.81	139.76	1994	
Max	6398	6	6	2	1595000	249.3	1325000	232.6	1321500	232.6	110 %	799	1334	2012	
Median	2463	4	2	0	184900	78.53	181000	76.61	179353	76.05	97 %	48	77	1997	

EXPIRED – 54 April 2012 - CCISD															
	SqFt	Beds	FB	HB	List Price	LP/SqFt	Sale Price	SP/SqFt	Adj. Sale Price	Adj. SP/SqFt	SP/LP %	DOM	CDOM	Year Built	
Min	1458	3	2	0	1350	0.75	0	0	0	0	0 %	0	0	1964	
Avg	2938	3.87	2.48	0.78	275987	93.94	0	0	0	0	0 %	176.2	256.87	1993	
Max	5994	5	4	5	725000	159.35	0	0	0	0	0 %	550	1190	2011	
Median	2542.5	4	2	1	231408	82.71	0	0	0	0	0 %	160	198.5	1997	

Terminated – 59 April 2012 CCISD															
	SqFt	Beds	FB	HB	List Price	LP/SqFt	Sale Price	SP/SqFt	Adj. Sale Price	Adj. SP/SqFt	SP/LP %	DOM	CDOM	Year Built	
Min	1071	2	1	0	1600	0.81	0	0	0	0	0 %	0	0	1963	
Avg	2640	3.56	2.46	0.56	278682	105.56	0	0	0	0	0 %	182.61	241.12	1992	
Max	5436	5	4	2	1495000	396.66	0	0	0	0	0 %	1159	1523	2011	
Median	2344	4	2	1	179000	85.17	0	0	0	0	0 %	131	167	1994	

Homes are leasing for 100% of list price on the Median level with some leasing for more than list price

Leased – 83 April 2012 CCISD															
	SqFt	Beds	FB	HB	List Price	LP/SqFt	Lease Price	LseP/SqFt	Adj. Lease Price	Adj. LseP/SqFt	SP/LP %	DOM	CDOM	Year Built	
Min	1077	2	0	0	800	0.54	800	0.39	800	0.39	61 %	0	0	1964	
Avg	2225	3.45	2.19	0.43	1747	0.79	1722	0.77	1722	0.77	99 %	37.28	48.29	1988	
Max	5396	6	4	2	5775	1.32	5775	1.27	5775	1.27	113 %	221	397	2010	
Median	1994	3	2	0	1500	0.78	1500	0.78	1500	0.78	100 %	25	27	1988	