

Clear Lake Real Estate

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

CCISD Report

CLEAR CREEK ISD February 2012 Home Sales by Price

Price Range	# of Solds	Active Listings	Month's of Inventory	Market
\$0-\$100K	15	63	4.2	Normal Sellers Market
\$100-\$200K	85	518	6.1	Balanced Market
\$200-\$300K	42	316	7.5	Balanced Market
\$300-\$400K	12	117	9.8	Normal Buyer's Market
\$400-\$500K	3	61	20.3	Extreme Buyer's Market
\$500-\$600K	1	33	33.0	Extreme Buyer's Market
\$600-\$700K	0	13	NA	No Sales This Month
\$700-\$800K	2	15	7.5	Balanced Market
\$800-\$900K	0	6	N/A	No Sales This Month
\$900-\$1M	0	4	N/A	No Sales This Month
\$1M-\$2M	1	23	23.0	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	161	1173	7.3	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

Not bad for February. Good sales in the below \$400K range. Still very slow in the higher price bands. Overall, CCISD showing a balanced market. ☺

↓ Scroll down for Friendswood, Dickinson, Zip code reports ↓

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FRIENDSWOOD ISD Report

Friendswood ISD February 2012 Home Sales by Price

Price Range	# of Solds	Active Listings	Month's of Inventory	Market
\$0-\$100K	2	8	4.0	Normal Sellers Market
\$100-\$200K	5	42	8.4	Balanced Market
\$200-\$300K	5	47	9.4	Normal Buyers Market
\$300-\$400K	3	44	14.7	Extreme Buyer's Market
\$400-\$500K	1	22	22.0	Extreme Buyer's Market
\$500-\$600K	0	8	N/A	Normal Buyers Market
\$600-\$700K	2	14	7.0	Balanced Market
\$700-\$800K	0	9	N/A	No Sales This Month
\$800-\$900K	1	2	1.0	Extreme Seller's Market
\$900-\$1M	0	3	N/A	No Sales This Month
\$1M-\$2M	0	7	N/A	No Sales This Month
\$2M-\$3M	0	1	N/A	No Sales This Month
>\$3M	0	0	N/A	No Sales This Month
Overall Mkt	19	207	10.9	Normal Buyers 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

FISD market is weak. February isn't much better than Jan. Very spotty sales above the \$200K level.

↓ Scroll down for more market reports ↓

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DICKINSON ISD Report

Dickinson ISD February 2012 Home Sales by Price

Price Range	# of Solds	Active Listings	Month's of Inventory	Market
\$0-\$100K	7	85	12.1	Extreme Buyers Market
\$100-\$200K	30	219	7.3	Balanced Market
\$200-\$300K	3	29	9.7	Normal Buyers Market
\$300-\$400K	1	15	15.0	Extreme Buyers Market
\$400-\$500K	0	11	N/A	No Sales This Month
\$500-\$600K	0	3	N/A	No Sales This Month
\$600-\$700K	0	1	N/A	No Sales This Month
\$700-\$800K	0	0	N/A	No Sales This Month
\$800-\$900K	0	1	N/A	No Sales This Month
\$900-\$1M	0	0	N/A	No Sales This Month
\$1M-\$2M	0	0	N/A	N/A
\$2M-\$3M	0	1	N/A	No Sales This Month
>\$3M	0	0	N/A	N/A
Overall Mkt	41	365	8.9	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

Dickinson market improved slightly over January. Mostly in the \$100-200K price band. Way too many price bands with zero sales for multiple months. No sales over \$400K.

↓ Scroll down for market report by Zip Code ↓

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ZIP CODE Report

February 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	4	26	6.5
77059	15	93	6.2
77062	16	107	6.7
77510	4	73	18.3
77518	0	59	N/A
77536	12	94	7.8
77539	37	281	7.6
77546	32	317	9.9
77565	6	76	12.7
77571	13	182	14.0
77573	85	554	6.5
77584	56	526	9.4
77586	16	137	8.6
77598	6	43	7.2
Average	302	2568	8.5

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 over January, but again, most sales are in the lower price bands. Let's hope the market improves later in the year. Don't lose hope. Homes are still selling. 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.)

297 Closed sales during the first two months of 2012

394 Closed sales during first two months of 2006

308 Closed sales during the first two months of 2001

1 Month Market Snap Shot

Of the homes that did sell they sold at 97% of list price on Median level and in 85 days...

Sold – 164 In CCISD February 2012														
	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	1136	2	1	0	50900	38.2	40000	31.65	40000	31.65	79 %	0	0	1948
Avg	2461	3.6	0.49	2.29	210226	85.42	201624	81.93	199746	81.16	96 %	95.3	156.71	1993
Max	6011	6	5	2	1399000	232.74	1290000	215.92	1290000	215.92	106 %	320	2040	2012
Median	2316	4	2	0	179900	78.4	172937.5	75.58	170935	74.91	97 %	85	119	1995

EXPIRED – 76 IN CCISD February 2012														
	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	1133	3	2	0	84000	43.46	0	0	0	0	0 %	0	0	1965
Avg	2685	3.58	0.57	2.41	236410	88.05	0	0	0	0	0 %	140.24	212.21	1991
Max	5994	6	5	2	1297000	248.23	0	0	0	0	0 %	493	1117	2011
Median	2464	3.5	2	1	189950	78.97	0	0	0	0	0 %	134.5	175.5	1993

Terminated – 55 In CCISD February 2012														
	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	800	2	1	0	49900	27.69	0	0	0	0	0 %	0	0	1960
Avg	2722	3.71	0.58	2.31	236857	87.02	0	0	0	0	0 %	173.31	238.02	1993
Max	4854	6	4	1	599890	184.7	0	0	0	0	0 %	622	1172	2012
Median	2503	4	2	1	192500	80.59	0	0	0	0	0 %	153	181	1999

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

Sold – 82 In CCISD February 2012														
	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	960	2	1	0	600	0.39	600	0.39	600	0.39	72 %	1	1	1959
Avg	2253	3.5	2.17	0.39	1690	0.75	1668	0.74	1668	0.74	99 %	46.48	49.32	1989
Max	5112	5	4	2	4100	1.06	4225	1.06	4225	1.06	104 %	236	236	2011
Median	2066	3	2	0	1500	0.76	1500	0.76	1500	0.76	100 %	31.5	36.5	1989