

Clear Lake Real Estate

Debbie Russell, Realtor® United Texas Realtors
 GRI Graduate Real Estate Institute
 CBR Certified Buyers Representative

Direct 281-910-2001 Office 17000 El Camino Real, Ste 107, Houston, TX
 Fax: (281) 754-4502 email: sold@debbierussell.com

[Email Me](#)



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

CCISD Report

CLEAR CREEK ISD June 2011 Home Sales by Price

Price Range	# of Solds	Active Listings	Month's of Inventory	Market
\$0-\$100K	15	52	3.5	Normal Sellers Market
\$100-\$200K	106	759	7.2	Balanced Market
\$200-\$300K	64	396	6.2	Balanced Market
\$300-\$400K	14	139	9.9	Normal Buyers Market
\$400-\$500K	9	71	7.9	Balanced Market
\$500-\$600K	1	49	49.0	Extreme Buyers Market
\$600-\$700K	1	20	20.0	Extreme Buyers Market
\$700-\$800K	1	21	N/A	No Sales This Month
\$800-\$900K	0	11	N/A	No Sales This Month
\$900-\$1M	0	10	N/A	No Sales This Month
\$1M-\$2M	3	23	7.7	Balanced Market
\$2M-\$3M	0	4	N/A	No Sales This Month
>\$3M	0	0	N/A	N/A
Overall Mkt	214	1555	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

Overall, the CCISD market is about the same as May. The market for homes over \$500K is weak, but for a spike in sales of homes between 1 and 2 million. Sales of homes under 500K is pretty much a balanced market.

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

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FRIENDSWOOD ISD Report

Friendswood ISD June 2011 Home Sales by Price

Price Range	# of Solds	Active Listings	Month's of Inventory	Market
\$0-\$100K	2	2	1.0	Extreme Sellers Market
\$100-\$200K	3	55	18.3	Extreme Buyers Market
\$200-\$300K	9	63	7.0	Balanced Market
\$300-\$400K	8	54	6.8	Balanced Market
\$400-\$500K	3	33	11.0	Normal Buyers Market
\$500-\$600K	1	14	14.0	Extreme Buyers Market
\$600-\$700K	1	13	13.0	Extreme Buyers Market
\$700-\$800K	0	9	N/A	No Sales This Month
\$800-\$900K	0	8	N/A	No Sales This Month
\$900-\$1M	0	5	N/A	No Sales This Month
\$1M-\$2M	0	5	N/A	No Sales This Month
\$2M-\$3M	0	2	N/A	No Sales This Month
>\$3M	0	0	N/A	No Sales This Month
Overall Mkt	27	263	9.7	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
0-3 months of inventory		Extreme Seller's Market		High appreciation

Friendswood market is pretty balanced through 500K. Over 500K is still tough.

↓ Scroll down for more market reports ↓

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DICKINSON ISD Report

Dickinson ISD June 2011 Home Sales by Price

Price Range	# of Solds	Active Listings	Month's of Inventory	Market
\$0-\$100K	16	97	6.1	Balanced Market
\$100-\$200K	29	295	10.2	Normal Buyer's Market
\$200-\$300K	3	31	10.3	Normal Buyer's Market
\$300-\$400K	1	17	17.0	Extreme Buyers Market
\$400-\$500K	0	10	N/A	No Sales This Month
\$500-\$600K	0	6	N/A	No Sales This Month
\$600-\$700K	1	1	1.0	Extreme Sellers Market
\$700-\$800K	0	1	N/A	No Sales This Month
\$800-\$900K	0	0	N/A	No Sales This Month
\$900-\$1M	0	1	N/A	No Sales This Month
\$1M-\$2M	0	1	N/A	No Sales This Month
\$2M-\$3M	0	1	N/A	No Sales This Month
>\$3M	0	0	N/A	N/A
Overall Mkt	50	461	9.2	Normal Buyer'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

Dickinson market is not doing well. Balanced market under 100K and 200-300K market is not too bad, but most price bands had no sales this month, and the higher price homes have had zero sales for multiple months. That doesn't mean your home is impossible to sell. It just means it has to be either priced very competitively, in perfect shape, or both.

↓ Scroll down for market report by Zip Code ↓

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I've added the Sales Price (SL), and List Price (LP) percentage relationship in the Zip Code Market Report. I believe this is a good piece of information for both buyers and sellers. The type of market we're in leads to many buyers wasting everyone's time by making ridiculous offers. As you can see by the report, most homes listed by a Realtor sell at or very near the asking price.

ZIP CODE Report

Greater Clear Lake Area by Zip Code

<u>Zip Code</u>	<u># SOLD</u>	<u>Active Listings</u>	<u>Month's of Inventory</u>	<u>Avg Sell Price</u>	<u>SP/LP %</u>	<u>Avg DOM</u>
77058	2	44	22.0	\$172,500	95%	33
77059	17	129	7.6	\$236,900	97%	40
77062	11	157	14.3	\$175,760	96%	70
77510	5	87	17.4	\$175,200	97%	120
77518	2	70	35.0	\$71,400	93%	56
77536	26	135	5.2	\$133,342	96%	69
77539	42	363	8.6	\$121,175	96%	109
77546	53	399	7.5	\$232,291	96%	101
77565	5	95	19.0	\$319,960	93%	79
77571	27	206	7.6	\$130,234	97%	70
77573	113	697	6.2	\$235,451	97%	86
77584	105	667	6.4	\$193,000	97%	83
77586	22	194	8.8	\$221,415	96%	72
77598	8	53	6.6	\$128,660	95%	42
Average	438	3296	7.5			

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

Zip Code report is deceiving by showing mostly a balanced market. Please note that most of the sales are priced less than \$300K. If you're selling your home, and it's priced under \$300K, you have an excellent chance of selling in a reasonable time frame. Your home still 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.

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

1,108 Closed sales during the first 6 months of 2011

1,675 Closed sales during first 6 months of 2006

1,375 Closed sales during the first 6 months of 2000

1 Month Market Snap Shot – May 2011 – Clear Creek ISD

Sold – 214 June of 2011 Clear Creek ISD – Single Family Residential Dwellings														
	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	1148	2	1	0	59500	31.63	49000	26.05	46000	24.46	66 %	0	0	1900
Avg	2569	3.72	0.5	2.4	229425	89.31	219462	85.43	216761	84.38	97 %	75.97	135.09	1994
Max	6210	6	4	2	1899000	305.8	1475000	272.69	1473000	272.69	118 %	417	1642	2011
Median	2485.5	4	2	0	188200	79.52	180000	77.74	177000	76.93	97 %	52.5	67	1998

Leased – 115 June of 2011 Clear Creek ISD – Single Family Residential Dwellings														
	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	850	2	1	0	550	0.52	550	0.52	550	0.52	85 %	0	0	1935
Avg	2227	3.43	2.17	0.37	1746	0.78	1721	0.77	1710	0.77	99 %	33.3	49.19	1988
Max	5624	5	4	2	6700	1.51	7000	1.42	7000	1.42	107 %	275	774	2010
Median	2043	3	2	0	1550	0.79	1500	0.79	1500	0.77	100 %	18	20	1990

Expired – 109 June of 2011 Clear Creek ISD – Single Family Residential Dwellings														
	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	1100	2	1	0	91500	52.49	0	0	0	0	0 %	8	8	1960
Avg	2654	3.78	0.59	2.39	265397	100	0	0	0	0	0 %	180.27	281.69	1990
Max	7500	6	6	2	950000	362.73	0	0	0	0	0 %	1095	2827	2011
Median	2575	4	2	1	199900	82.58	0	0	0	0	0 %	165	206	1993

Terminated – 78 June of 2011 Clear Creek ISD – Single Family Residential Dwellings														
	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	1141	2	2	0	1850	0.8	0	0	0	0	0 %	0	0	1963
Avg	2709	3.74	0.51	2.37	276121	101.93	0	0	0	0	0 %	130.64	228.12	1993
Max	5624	6	4	1	1495000	327.96	0	0	0	0	0 %	531	1152	2010
Median	2567	4	2	1	218449.5	83.65	0	0	0	0	0 %	99	172	1994