

Clear Lake Real Estate

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

CCISD Report

CLEAR CREEK ISD May 2012 Home Sales by Price

| Price Range | # of Solds | Active Listings | Month's of Inventory | Market |
|--------------------------|------------|-------------------------|----------------------|-------------------------------|
| \$0-\$100K | 14 | 54 | 3.9 | Normal Seller's Market |
| \$100-\$200K | 157 | 606 | 3.9 | Normal Seller's Market |
| \$200-\$300K | 75 | 351 | 4.7 | Normal Seller's Market |
| \$300-\$400K | 33 | 154 | 4.7 | Normal Seller's Market |
| \$400-\$500K | 6 | 63 | 10.5 | Normal Buyer's Market |
| \$500-\$600K | 4 | 30 | 7.5 | Balanced Market |
| \$600-\$700K | 0 | 14 | N/A | No Sales This Month |
| \$700-\$800K | 1 | 12 | 12.0 | Extreme Buyer's Market |
| \$800-\$900K | 0 | 8 | N/A | No Sales This Month |
| \$900-\$1M | 0 | 8 | N/A | No Sales This Month |
| \$1M-\$2M | 1 | 26 | 26.0 | 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 | 291 | 1330 | 4.6 | 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's market. Sales are great under 400K. 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 May 2012 Home Sales by Price

| Price Range | # of Solds | Active Listings | Month's of Inventory | Market |
|--------------------------|------------|-------------------------|----------------------|-------------------------------|
| \$0-\$100K | 1 | 9 | 9.0 | Balanced Market |
| \$100-\$200K | 8 | 40 | 5.0 | Normal Seller's Market |
| \$200-\$300K | 12 | 53 | 4.4 | Normal Seller's Market |
| \$300-\$400K | 8 | 52 | 6.5 | Balanced Market |
| \$400-\$500K | 6 | 26 | 4.3 | Normal Seller's Market |
| \$500-\$600K | 3 | 14 | 6.0 | Normal Seller's Market |
| \$600-\$700K | 1 | 17 | 17.0 | Extreme Buyer's Market |
| \$700-\$800K | 0 | 11 | 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 | 2 | 7 | 3.5 | Normal Seller's Market |
| \$2M-\$3M | 0 | 1 | N/A | No Sales This Month |
| >\$3M | 0 | 0 | N/A | No Sales This Month |
| Overall Mkt | 41 | 237 | 5.8 | 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 |

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

May 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 | 7 | 29 | 4.1 |
| 77059 | 34 | 111 | 3.3 |
| 77062 | 26 | 112 | 4.3 |
| 77518 | 7 | 64 | 9.1 |
| 77546 | 77 | 372 | 4.8 |
| 77565 | 3 | 65 | 21.7 |
| 77573 | 137 | 613 | 4.5 |
| 77584 | 123 | 576 | 4.7 |
| 77586 | 27 | 165 | 6.1 |
| 77598 | 10 | 53 | 5.3 |
| Average | 451 | 2160 | 4.8 |

| | |
|--------------------------|-------------------------|
| 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 April. Sales have expanded into the \$300 to \$600K price bands, along with the homes priced to \$300K. Market is continuing to improve. **Inventory is Low!** Homes are selling! If your home is in market condition, and priced right, expect a very fast sale. Don't just list your home, sell it. Call me and put my 19 years of experience to work for you. This rapidly changing market calls for an expert. 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.)

1,044 Closed sales during the first five months of 2012

1,322 Closed sales during the first five months of 2006

1,029 Closed sales during the first five months of 2001

1 Month Market Snap Shot- May 2012

| Sold – 291 May of 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 | 648 | 1 | 1 | 0 | 54900 | 31.15 | 55000 | 30.75 | 55000 | 30.75 | 72 % | 0 | 0 | 1960 |
| Avg | 2580 | 3.67 | 2.39 | 0.53 | 210731 | 81.68 | 204237 | 79.16 | 201801 | 78.22 | 97 % | 80 | 123.4 | 1993 |
| Max | 6455 | 6 | 5 | 1 | 785000 | 258 | 721021 | 217.74 | 721021 | 217.74 | 116 % | 504 | 759 | 2012 |
| Median | 2472 | 4 | 2 | 1 | 185000 | 78.08 | 180000 | 76.71 | 177000 | 75.26 | 98 % | 41 | 63 | 1995 |

| EXPIRED – 41 MAY OF 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 | 1349 | 3 | 1 | 0 | 86900 | 46.81 | 0 | 0 | 0 | 0 | 0 % | 16 | 16 | 1967 |
| Avg | 2538 | 3.66 | 2.37 | 0.44 | 203035 | 80 | 0 | 0 | 0 | 0 | 0 % | 138.83 | 207.78 | 1989 |
| Max | 4903 | 5 | 4 | 1 | 625000 | 127.47 | 0 | 0 | 0 | 0 | 0 % | 395 | 936 | 2010 |
| Median | 2354 | 4 | 2 | 0 | 170000 | 76.78 | 0 | 0 | 0 | 0 | 0 % | 129 | 173 | 1989 |

| Terminated – 60 May of 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 | 918 | 2 | 1 | 0 | 1400 | 0.92 | 0 | 0 | 0 | 0 | 0 % | 0 | 0 | 1960 |
| Avg | 2477 | 3.62 | 2.18 | 0.62 | 208487 | 84.17 | 0 | 0 | 0 | 0 | 0 % | 126.43 | 194.95 | 1990 |
| Max | 4691 | 6 | 4 | 2 | 635000 | 198.25 | 0 | 0 | 0 | 0 | 0 % | 480 | 848 | 2010 |
| Median | 2284.5 | 4 | 2 | 1 | 179950 | 76.64 | 0 | 0 | 0 | 0 | 0 % | 93.5 | 151.5 | 1992 |

| Leased – 79 May 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 | 1000 | 2 | 1 | 0 | 850 | 0.59 | 850 | 0.42 | 850 | 0.42 | 57 % | 0 | 0 | 1955 |
| Avg | 2080 | 3.33 | 2.04 | 0.41 | 1607 | 0.77 | 1577 | 0.76 | 1577 | 0.76 | 98 % | 28.95 | 35.62 | 1988 |
| Max | 5540 | 5 | 3 | 1 | 3750 | 1.24 | 3700 | 1.11 | 3700 | 1.11 | 111 % | 148 | 285 | 2010 |
| Median | 2035 | 3 | 2 | 0 | 1550 | 0.77 | 1550 | 0.76 | 1550 | 0.76 | 100 % | 18 | 18 | 1990 |

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