

## Clear Lake Real Estate

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

#### CCISD Report

#### CLEAR CREEK ISD August 2011 Home Sales by Price

| Price Range                     | # of Solds | Active Listings                | Month's of Inventory | Market                               |
|---------------------------------|------------|--------------------------------|----------------------|--------------------------------------|
| \$0-\$100K                      | 19         | 80                             | 4.2                  | Extreme Sellers Market               |
| \$100-\$200K                    | 130        | 786                            | 6.0                  | Normal Sellers Market                |
| \$200-\$300K                    | 63         | 423                            | 6.7                  | Balanced Market                      |
| \$300-\$400K                    | 12         | 157                            | 13.1                 | Extreme Buyers Market                |
| \$400-\$500K                    | 10         | 77                             | 7.7                  | Balanced Market                      |
| \$500-\$600K                    | 1          | 33                             | 33.0                 | Extreme Buyers Market                |
| \$600-\$700K                    | 4          | 24                             | 6.0                  | Normal Sellers Market                |
| \$700-\$800K                    | 1          | 21                             | 21.0                 | Extreme Buyers Market                |
| \$800-\$900K                    | 0          | 10                             | N/A                  | No Sales This Month                  |
| \$900-\$1M                      | 0          | 9                              | N/A                  | No Sales This Month                  |
| \$1M-\$2M                       | 0          | 23                             | #DIV/0!              | No Sales This Month                  |
| \$2M-\$3M                       | 0          | 5                              | N/A                  | No Sales This Month                  |
| >\$3M                           | 0          | 0                              | N/A                  | N/A                                  |
| <b>Overall Mkt</b>              | <b>240</b> | <b>1648</b>                    | <b>6.9</b>           | Balanced Market                      |
| <b>12+ months of inventory</b>  |            | <b>Extreme Buyer's Market</b>  |                      | <b>High depreciation</b>             |
| <b>9-12 months of inventory</b> |            | <b>Normal Buyer's Market</b>   |                      | <b>Moderate depreciation</b>         |
| <b>6-9 months of inventory</b>  |            | <b>Balanced Market</b>         |                      | <b>Flat to moderate depreciation</b> |
| <b>3-6 months of inventory</b>  |            | <b>Normal Seller's market</b>  |                      | <b>Moderate to high appreciation</b> |
| <b>0-3 months of inventory</b>  |            | <b>Extreme Seller's Market</b> |                      | <b>High appreciation</b>             |

Overall, the CCISD market has improved over July. The market for homes over \$500K is still weak, but showing improvement. Sales of homes under 500K is pretty much a balanced market. Encouraging!

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

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### FRIENDSWOOD ISD Report

#### Friendswood ISD August 2011 Home Sales by Price

| Price Range              | # of Solds | Active Listings         | Month's of Inventory | Market                        |
|--------------------------|------------|-------------------------|----------------------|-------------------------------|
| \$0-\$100K               | 3          | 9                       | 3.0                  | Extreme Sellers Market        |
| \$100-\$200K             | 5          | 55                      | 11.0                 | Normal Buyers Market          |
| \$200-\$300K             | 12         | 58                      | 4.8                  | Extreme Sellers Market        |
| \$300-\$400K             | 7          | 66                      | 9.4                  | Normal Buyers Market          |
| \$400-\$500K             | 3          | 38                      | 12.7                 | Extreme Buyers Market         |
| \$500-\$600K             | 1          | 11                      | 11.0                 | Normal Buyers Market          |
| \$600-\$700K             | 2          | 16                      | 8.0                  | Balanced Market               |
| \$700-\$800K             | 0          | 12                      | N/A                  | No Sales This Month           |
| \$800-\$900K             | 0          | 7                       | N/A                  | No Sales This Month           |
| \$900-\$1M               | 0          | 2                       | N/A                  | No Sales This Month           |
| \$1M-\$2M                | 0          | 8                       | 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           |
| <b>Overall Mkt</b>       | <b>33</b>  | <b>283</b>              | <b>8.6</b>           | <b>Balanced Market</b>        |
| 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 much improved. Over 700K is still tough. Overall the Friendswood ISD market is doing a lot better. Good sales of homes all the way to 700K. Great!

↓ Scroll down for more market reports ↓

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### DICKINSON ISD Report

#### Dickinson ISD August 2011 Home Sales by Price

| Price Range              | # of Solds | Active Listings         | Month's of Inventory | Market                        |
|--------------------------|------------|-------------------------|----------------------|-------------------------------|
| \$0-\$100K               | 15         | 99                      | 6.6                  | Balanced Market               |
| \$100-\$200K             | 35         | 287                     | 8.2                  | Balanced Market               |
| \$200-\$300K             | 1          | 35                      | 35.0                 | Extreme Buyers Market         |
| \$300-\$400K             | 1          | 15                      | 15.0                 | Extreme Buyers Market         |
| \$400-\$500K             | 0          | 11                      | N/A                  | No Sales This Month           |
| \$500-\$600K             | 0          | 6                       | N/A                  | No Sales This Month           |
| \$600-\$700K             | 0          | 3                       | 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          | 2                       | N/A                  | No Sales This Month           |
| \$1M-\$2M                | 0          | 0                       | N/A                  | No Sales This Month           |
| \$2M-\$3M                | 0          | 1                       | N/A                  | No Sales This Month           |
| >\$3M                    | 0          | 0                       | N/A                  | N/A                           |
| <b>Overall Mkt</b>       | 52         | 460                     | 8.8                  | 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 is still weak, but under 200K is much better. 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. Market is doing a lot better in the lower price bands. Keep it up!

↓ Scroll down for market report by Zip Code ↓

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### 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> |
|-----------------|---------------|------------------------|-----------------------------|
| 77058           | 5             | 41                     | 8.2                         |
| 77059           | 30            | 152                    | 5.1                         |
| 77062           | 20            | 154                    | 7.7                         |
| 77510           | 11            | 92                     | 8.4                         |
| 77518           | 2             | 66                     | 33.0                        |
| 77536           | 28            | 152                    | 5.4                         |
| 77539           | 46            | 358                    | 7.8                         |
| 77546           | 70            | 446                    | 6.4                         |
| 77565           | 6             | 93                     | 15.5                        |
| 77571           | 38            | 230                    | 6.1                         |
| 77573           | 84            | 754                    | 9.0                         |
| 77584           | 102           | 730                    | 7.2                         |
| 77586           | 24            | 196                    | 8.2                         |
| 77598           | 7             | 48                     | 6.9                         |
| <b>Average</b>  | <b>473</b>    | <b>3512</b>            | <b>7.4</b>                  |

  

|                          |                         |
|--------------------------|-------------------------|
| 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 report is greatly improved and showing mostly a balanced market. More Zip Codes are showing Balanced Markets. Number of homes on the market has gone down while sales have gone to the highest level this year. 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.)

1,591 Closed sales during the first 8 months of 2011

2,367 Closed sales during first 8 months of 2006

1,961 Closed sales during the first 8 months of 2000

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

| Sold – 240 August 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   | 576  | 2    | 1    | 0    | 35900      | 26.71   | 30000      | 22.32   | 30000           | 22.32        | 65 %    | 0     | 0     | 1945       |
| Avg   | 2515 | 3.64 | 0.48 | 2.33 | 208170     | 82.77   | 199208     | 79.21   | 196750          | 78.23        | 96 %    | 87.55 | 127.5 | 1992       |
| Max   | 6903 | 5    | 5    | 2    | 764900     | 241.32  | 672500     | 166.67  | 672500          | 166.67       | 107 %   | 515   | 900   | 2011       |
| Median  | 2429 | 4    | 2    | 0    | 180450     | 78.32   | 175000     | 76.15   | 172750          | 75.29        | 97 %    | 61    | 80.5  | 1995       |

| Leased – 125 August 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   | 912  | 2    | 1    | 0    | 750        | 0.46    | 850         | 0.46      | 850              | 0.46           | 92 %    | 4   | 4     | 1911       |
| Avg   | 2252 | 3.51 | 2.12 | 0.46 | 1650       | 0.73    | 1643        | 0.73      | 1643             | 0.73           | 100 %   | 32  | 36.04 | 1987       |
| Max   | 5290 | 6    | 3    | 2    | 3700       | 1.21    | 3900        | 1.21      | 3900             | 1.21           | 113 %   | 132 | 244   | 2009       |
| Median  | 2152 | 3    | 2    | 0    | 1550       | 0.74    | 1550        | 0.74      | 1550             | 0.74           | 100 %   | 23  | 25    | 1989       |

| EXPIRED – 114 August 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  | 694  | 2    | 1    | 0    | 59000      | 48.94   | 0          | 0       | 0               | 0            | 0 %     | 2      | 4      | 1910       |
| Avg  | 2522 | 3.71 | 0.51 | 2.23 | 222151     | 88.09   | 0          | 0       | 0               | 0            | 0 %     | 168.92 | 251.98 | 1988       |
| Max  | 4928 | 5    | 4    | 1    | 699000     | 258     | 0          | 0       | 0               | 0            | 0 %     | 704    | 1264   | 2010       |
| Median   | 2550 | 4    | 2    | 1    | 184950     | 79.03   | 0          | 0       | 0               | 0            | 0 %     | 148    | 186    | 1991       |

| Terminated – 87 August 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  | 1136 | 0    | 1    | 0    | 2100       | 0.58    | 0          | 0       | 0               | 0            | 0 %     | 0      | 0      | 1961       |
| Avg  | 2548 | 3.71 | 0.57 | 2.23 | 225034     | 88.32   | 0          | 0       | 0               | 0            | 0 %     | 145.72 | 232.92 | 1990       |
| Max  | 7011 | 6    | 5    | 2    | 2750000    | 392.24  | 0          | 0       | 0               | 0            | 0 %     | 612    | 1423   | 2011       |
| Median   | 2428 | 4    | 2    | 1    | 176500     | 75.03   | 0          | 0       | 0               | 0            | 0 %     | 112    | 156    | 1992       |