

Clear Lake Real Estate

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

CCISD Report

CLEAR CREEK ISD January 2012 Home Sales by Price

Price Range	# Sold	Active Listings	Months of Inventory	Market
\$0-\$100K	11	73	6.6	Balanced Market
\$100-\$200K	67	510	7.6	Balanced Market
\$200-\$300K	25	301	12.0	Extreme Buyer's Market
\$300-\$400K	11	105	9.5	Normal Buyer's Market
\$400-\$500K	8	60	7.5	Balanced Market
\$500-\$600K	3	31	10.3	Normal Buyer's Market
\$600-\$700K	0	13	NA	No Sales This Month
\$700-\$800K	1	11	11.0	Normal Buyer's Market
\$800-\$900K	0	9	N/A	No Sales This Month
\$900-\$1M	0	4	N/A	No Sales This Month
\$1M-\$2M	0	24	N/A	No Sales This Month
\$2M-\$3M	0	3	N/A	No Sales This Month
>\$3M	0	1	N/A	No Sales This Month
Overall Mkt	126	1145	9.1	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

January is typically a slow month. This year is no different. Almost no sales over 600K. Still showing some improvement in the \$400-\$600K range.

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

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FRIENDSWOOD ISD Report

Friendswood ISD January 2012 Home Sales by Price

Price Range	# Sold	Active Listings	Months of Inventory	Market
\$0-\$100K	3	14	4.7	Normal Sellers Market
\$100-\$200K	6	49	8.2	Balanced Market
\$200-\$300K	2	43	21.5	Extreme Buyer's Market
\$300-\$400K	0	42	N/A	No Sales This Month
\$400-\$500K	3	23	7.7	Balanced Market
\$500-\$600K	1	10	10.0	Normal Buyers Market
\$600-\$700K	1	12	12.0	Extreme Buyer's Market
\$700-\$800K	0	9	N/A	No Sales This Month
\$800-\$900K	0	2	N/A	No Sales This Month
\$900-\$1M	1	3	3.0	Extreme Seller's Market
\$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	17	215	12.6	Extreme 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

FISD market is not good. Let's hope it's just a January thing. Very spotty sales above \$200K.

↓ Scroll down for more market reports ↓

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DICKINSON ISD Report

Dickinson ISD January 2012 Home Sales by Price

Price Range	# Sold	Active Listings	Months of Inventory	Market
\$0-\$100K	17	100	5.9	Normal Seller's Market
\$100-\$200K	14	217	15.5	Extreme Buyers Market
\$200-\$300K	4	31	7.8	Balanced Market
\$300-\$400K	1	12	12.0	Extreme Buyers Market
\$400-\$500K	0	8	N/A	No Sales This Month
\$500-\$600K	0	4	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	36	375	10.4	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

Dickinson market is very weak. Sales all under \$400K. Way too many price bands with zero sales for multiple months.

↓ Scroll down for market report by Zip Code ↓

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ZIP CODE Report

January 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	28	7.0
77059	8	81	10.1
77062	20	109	5.5
77510	8	71	8.9
77518	4	62	15.5
77536	15	102	6.8
77539	20	279	14.0
77546	34	327	9.6
77565	8	82	10.3
77571	22	197	9.0
77573	48	514	10.7
77584	57	516	9.1
77586	13	144	11.1
77598	3	42	14.0
Average	264	2554	9.7

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 slipped by 2 months. January is always tough. 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.)

126 Closed sales during the first month of 2012

162 Closed sales during first month of 2006

130 Closed sales during the first month 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 69 days...

Sold – 126 January 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	1064	2	1	0	59900	33.52	50000	33.52	50000	33.36	73 %	0	0	1942
Avg	2504	3.64	0.5	2.31	214374	85.61	204949	81.85	202847	81.01	96 %	92.49	151.75	1994
Max	4951	6	4	2	825000	185.64	800000	180.02	800000	180.02	106 %	516	871	2011
Median	2314	4	2	0	178500	77.41	170500	75.51	169250	73.73	97 %	69	107	1996

EXPIRED – 85 January 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	1128	2	2	0	68000	54.9	0	0	0	0	0 %	9	11	1950
Avg	2669	3.69	0.54	2.32	271507	101.73	0	0	0	0	0 %	190.5	258.42	1990
Max	7835	5	4	3	2599000	368.79	0	0	0	0	0 %	1002	1112	2010
Median	2375.5	4	2	0.5	182450	79.19	0	0	0	0	0 %	160.5	188	1993

Terminated – 65 January 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	1124	2	1	0	2100	0.86	0	0	0	0	0 %	0	0	1965
Avg	2617	3.74	0.65	2.29	225627	86.22	0	0	0	0	0 %	167.18	213.62	1991
Max	5860	5	4	5	1100000	203.84	0	0	0	0	0 %	611	943	2011
Median	2483	4	2	1	179000	78.65	0	0	0	0	0 %	118	184	1993

Leased – 76 January 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	1040	2	1	0	975	0.41	975	0.41	975	0.41	89 %	0	1	1963
Avg	2187	3.53	2.18	0.42	1556	0.71	1543	0.71	1543	0.71	99 %	49.75	55.62	1988
Max	5104	6	4	2	2500	1.11	2500	1.05	2500	1.05	106 %	237	237	2010
Median	2020	3	2	0	1480	0.74	1475	0.72	1475	0.72	100 %	36.5	45	1989