

## 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

[E-Mail Me](mailto:sold@debbierussell.com)



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

#### CCISD Report

#### CLEAR CREEK ISD March 2012 Home Sales by Price

Price Range	# of Solds	Active Listings	Month's of Inventory	Market
\$0-\$100K	22	66	3.0	Extreme Seller's Market
\$100-\$200K	103	543	5.3	Normal Seller's Market
\$200-\$300K	55	314	5.7	Normal Seller's Market
\$300-\$400K	9	119	13.2	Extreme Buyer's Market
\$400-\$500K	7	60	8.6	Balanced Market
\$500-\$600K	1	31	31.0	Extreme Buyer's Market
\$600-\$700K	0	14	NA	No Sales This Month
\$700-\$800K	0	11	N/A	No Sales This Month
\$800-\$900K	0	9	N/A	No Sales This Month
\$900-\$1M	0	7	N/A	No Sales This Month
\$1M-\$2M	2	25	12.5	Extreme Buyer's Market
\$2M-\$3M	0	3	N/A	No Sales This Month
>\$3M	0	1	N/A	No Sales This Month
<b>Overall Mkt</b>	199	1203	6.0	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

Market is warming with the weather. Good sales in the below \$300K range. Still very slow in the higher price bands. Overall, CCISD showing a balanced market, but that's slightly deceiving. Sales are great under 300K, and no so great over. If you need to sell your home, and it's priced under 300K, Call ME ☺

↓ Scroll down for Friendswood, and Zip code reports ↓

## 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

[E-Mail Me](mailto:sold@debbierussell.com)

### 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
<b>Overall Mkt</b>	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
0-3 months of inventory		Extreme Seller's Market		High appreciation

FISD market is improved, but still weak. Very spotty sales above the \$300K price level.

↓ Scroll down for market report by Zip Code ↓

## 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

[E-Mail Me](#)

### ZIP CODE Report

#### March 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	9	88	9.8
77062	23	124	5.4
77510	10	73	7.3
77518	3	61	20.3
77536	22	116	5.3
77546	55	344	6.3
77565	4	67	16.8
77571	27	199	7.4
77573	102	564	5.5
77584	90	552	6.1
77586	21	150	7.1
77598	5	43	8.6
<b>Average</b>	<b>375</b>	<b>2409</b>	<b>6.4</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 months of inventory improved again over February, but most sales are in the < \$300K price bands. Still, this is the best report we've seen in a long while. Let's hope the market for over 400K 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.)

504 Closed sales during the first three months of 2012

680 Closed sales during first three months of 2006

537 Closed sales during the first three months of 2001

1 Month Market Snap Shot- March 2012

**Of the homes that did sell they sold at 97% of list price on Median level and in 55 days...**

Sold – 199 Clear Creek ISD March - 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	981	2	1	0	25000	14.71	23000	13.54	23000	12.45	80 %	0	0	1959
Avg	2443	3.54	2.32	0.46	206227	84.42	197842	80.98	195574	80.05	96 %	98.36	157.7	1993
Max	6114	6	4	3	1271000	264.02	1075000	223.31	1075000	223.31	110 %	935	1327	2012
Median	2303	4	2	0	175000	79.13	174549	77.31	174000	75.97	97 %	56	98	1995

EXPIRED – 71 Clear Creek ISD – March – 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	1016	2	1	0	79900	43.92	0	0	0	0	0 %	0	0	1900
Avg	2518	3.52	2.31	0.55	261610	103.9	0	0	0	0	0 %	148.13	204.35	1987
Max	4965	6	5	2	1700000	368.73	0	0	0	0	0 %	589	651	2009
Median	2400	3	2	1	183000	78.71	0	0	0	0	0 %	132	182	1990

Terminated – 52 Clear Creek ISD – March - 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	700	1	1	0	79900	37.17	0	0	0	0	0 %	2	2	1950
Avg	2356	3.54	2.21	0.4	214837	91.19	0	0	0	0	0 %	178.13	237.42	1989
Max	6193	5	4	2	626999	175.14	0	0	0	0	0 %	715	799	2011
Median	2240.5	4	2	0	169950	82.07	0	0	0	0	0 %	117.5	189.5	1992

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

Leased – 102 Clear Creek ISD – March - 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	504	1	0	0	750	0.48	750	0.48	750	0.48	86 %	0	0	1946
Avg	2182	3.44	2.08	0.46	1649	0.76	1645	0.75	1644	0.75	100 %	43.75	53.52	1985
Max	4903	5	4	2	5500	1.53	5000	1.49	5000	1.49	142 %	207	655	2008
Median	2101.5	3	2	0	1500	0.74	1500	0.74	1500	0.74	100 %	24	26	1986