

## Clear Lake Real Estate

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

#### CCISD Report

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

| Price Range              | # of Solds | Active Listings         | Month's of Inventory | Market                        |
|--------------------------|------------|-------------------------|----------------------|-------------------------------|
| \$0-\$100K               | 7          | 70                      | 10.0                 | Normal Buyers Market          |
| \$100-\$200K             | 96         | 694                     | 7.2                  | Balanced Market               |
| \$200-\$300K             | 55         | 393                     | 7.1                  | Balanced Market               |
| \$300-\$400K             | 19         | 144                     | 7.6                  | Balanced Market               |
| \$400-\$500K             | 6          | 74                      | 12.3                 | Extreme Buyers Market         |
| \$500-\$600K             | 6          | 32                      | 5.3                  | Normal Sellers Market         |
| \$600-\$700K             | 1          | 20                      | 20.0                 | Extreme Buyers Market         |
| \$700-\$800K             | 1          | 18                      | 18.0                 | Extreme Buyers Market         |
| \$800-\$900K             | 0          | 9                       | N/A                  | No Sales This Month           |
| \$900-\$1M               | 0          | 7                       | N/A                  | No Sales This Month           |
| \$1M-\$2M                | 1          | 22                      | 22.0                 | Extreme Buyers Market         |
| \$2M-\$3M                | 0          | 5                       | N/A                  | No Sales This Month           |
| >\$3M                    | 0          | 1                       | N/A                  | No Sales This Month           |
| <b>Overall Mkt</b>       | 192        | 1489                    | 7.8                  | 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             |

Overall, the CCISD market has declined slightly from August. The market for homes over \$400K is weak, but we did see nice sales in the \$500 to \$600K range. Sales are still slow above \$400K with many price bands showing multiple months of no sales. Sales to \$400K are strong.

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

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### FRIENDSWOOD ISD Report

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

| Price Range              | # of Solds | Active Listings         | Month's of Inventory | Market                        |
|--------------------------|------------|-------------------------|----------------------|-------------------------------|
| \$0-\$100K               | 2          | 8                       | 4.0                  | Extreme Sellers Market        |
| \$100-\$200K             | 8          | 60                      | 7.5                  | Balanced Market               |
| \$200-\$300K             | 9          | 50                      | 5.6                  | Extreme Sellers Market        |
| \$300-\$400K             | 5          | 52                      | 10.4                 | Normal Buyers Market          |
| \$400-\$500K             | 1          | 24                      | 24.0                 | Extreme Buyers Market         |
| \$500-\$600K             | 0          | 11                      | N/A                  | No Sales This Month           |
| \$600-\$700K             | 1          | 14                      | 14.0                 | Extreme Buyers Market         |
| \$700-\$800K             | 0          | 14                      | N/A                  | No Sales This Month           |
| \$800-\$900K             | 0          | 3                       | N/A                  | No Sales This Month           |
| \$900-\$1M               | 0          | 2                       | 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>       | 26         | 246                     | 9.5                  | 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 doing great to \$400K. Very weak sales above \$400K with many price bands showing multiple months of no sales. Overall, the Friendswood market has declined from August, but that's normal for the end of summer.

↓ Scroll down for more market reports ↓

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### DICKINSON ISD Report

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

| Price Range              | # of Solds | Active Listings         | Month's of Inventory | Market                        |
|--------------------------|------------|-------------------------|----------------------|-------------------------------|
| \$0-\$100K               | 11         | 93                      | 8.5                  | Balanced Market               |
| \$100-\$200K             | 21         | 268                     | 12.8                 | Extreme Buyers Market         |
| \$200-\$300K             | 2          | 43                      | 21.5                 | Extreme Buyers Market         |
| \$300-\$400K             | 0          | 12                      | N/A                  | No Sales This Month           |
| \$400-\$500K             | 0          | 10                      | N/A                  | No Sales This Month           |
| \$500-\$600K             | 1          | 8                       | 8.0                  | Balanced Market               |
| \$600-\$700K             | 0          | 1                       | N/A                  | No Sales This Month           |
| \$700-\$800K             | 0          | 0                       | N/A                  | No Sales This Month           |
| \$800-\$900K             | 1          | 0                       | N/A                  | No Active Listing             |
| \$900-\$1M               | 0          | 2                       | 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                           |
| <b>Overall Mkt</b>       | <b>36</b>  | <b>438</b>              | <b>12.2</b>          | <b>Extreme Buyers 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             |

Dickinson market is not doing well. Lower price band sales have weakened. Most price bands had no sales this month, and many 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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### ZIP CODE Report

#### September 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           | 6             | 42                     | 7.0                         |
| 77059           | 12            | 115                    | 9.6                         |
| 77062           | 27            | 157                    | 5.8                         |
| 77510           | 9             | 86                     | 9.6                         |
| 77518           | 4             | 63                     | 15.8                        |
| 77536           | 25            | 148                    | 5.9                         |
| 77539           | 27            | 340                    | 12.6                        |
| 77546           | 45            | 373                    | 8.3                         |
| 77565           | 7             | 90                     | 12.9                        |
| 77571           | 21            | 219                    | 10.4                        |
| 77573           | 97            | 707                    | 7.3                         |
| 77584           | 90            | 631                    | 7.0                         |
| 77586           | 17            | 183                    | 10.8                        |
| 77598           | 1             | 37                     | 37.0                        |
| <b>Average</b>  | <b>388</b>    | <b>3191</b>            | <b>8.2</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 has declined, but it showing mostly a balanced market. More Zip Codes are showing Extreme Buyers Markets, and Normal Buyers Markets. Number of homes on the market has gone down, but sales have also gone down. 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.

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

1,795 Closed sales during the first 9 months of 2011

2,612 Closed sales during first 9 months of 2006

2,122 Closed sales during the first 9 months of 2000

*Homes that do sell - sell on Median of 67 days and 97% of list price*

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

| Sold – 192 Clear Creek ISD - September, 2011 |      |      |      |      |            |         |            |         |                 |              |         |      |        |            |
|--|------|------|------|------|------------|---------|------------|---------|-----------------|--------------|---------|------|--------|------------|
|  | SqFt | Beds | FB   | HB   | List Price | LP/SqFt | Sale Price | SP/SqFt | Adj. Sale Price | Adj. SP/SqFt | SP/LP % | DOM  | CDOM   | Year Built |
| <b>Min</b>                                   | 1008 | 2    | 1    | 0    | 43000      | 33.28   | 38500      | 29.8    | 38500           | 29.8         | 78 %    | 0    | 0      | 1962       |
| <b>Avg</b>                                   | 2589 | 3.69 | 0.47 | 2.41 | 231237     | 89.32   | 222860     | 86.08   | 220468          | 85.16        | 97 %    | 80.1 | 130.58 | 1994       |
| <b>Max</b>                                   | 5707 | 6    | 5    | 3    | 1600000    | 280.36  | 1400000    | 245.31  | 1400000         | 245.31       | 116 %   | 531  | 1377   | 2011       |
| <b>Median</b>                                | 2361 | 4    | 2    | 0    | 190950     | 82.35   | 185995     | 79.88   | 181177          | 78.4         | 97 %    | 67.5 | 85     | 1997       |

| Leased – 75 Clear Creek ISD – September 2011 |      |      |      |      |            |         |             |           |                  |                |         |       |       |            |
|--|------|------|------|------|------------|---------|-------------|-----------|------------------|----------------|---------|-------|-------|------------|
|  | SqFt | Beds | FB   | HB   | List Price | LP/SqFt | Lease Price | LseP/SqFt | Adj. Lease Price | Adj. LseP/SqFt | SP/LP % | DOM   | CDOM  | Year Built |
| <b>Min</b>                                   | 1121 | 3    | 1    | 0    | 950        | 0.58    | 950         | 0.57      | 950              | 0.57           | 90 %    | 0     | 0     | 1949       |
| <b>Avg</b>                                   | 2096 | 3.54 | 2.12 | 0.32 | 1623       | 0.77    | 1599        | 0.76      | 1556             | 0.74           | 99 %    | 36.26 | 38.39 | 1988       |
| <b>Max</b>                                   | 4241 | 5    | 3    | 1    | 4995       | 1.28    | 4500        | 1.15      | 4500             | 1.15           | 120 %   | 172   | 172   | 2010       |
| <b>Median</b>                                | 1978 | 3.5  | 2    | 0    | 1562.5     | 0.76    | 1537.5      | 0.75      | 1500             | 0.75           | 100 %   | 29.5  | 31    | 1988       |

| EXPIRED – 124 – Clear Creek ISD – September 2011 |        |      |      |      |            |         |            |         |                 |              |         |        |        |            |
|--|--------|------|------|------|------------|---------|------------|---------|-----------------|--------------|---------|--------|--------|------------|
|  | SqFt   | Beds | FB   | HB   | List Price | LP/SqFt | Sale Price | SP/SqFt | Adj. Sale Price | Adj. SP/SqFt | SP/LP % | DOM    | CDOM   | Year Built |
| <b>Min</b>                                       | 876    | 2    | 1    | 0    | 85000      | 45.5    | 0          | 0       | 0               | 0            | 0 %     | 1      | 1      | 1925       |
| <b>Avg</b>                                       | 2638   | 3.67 | 0.47 | 2.39 | 263836     | 100.01  | 0          | 0       | 0               | 0            | 0 %     | 145.44 | 250.87 | 1993       |
| <b>Max</b>                                       | 6004   | 5    | 5    | 2    | 1700000    | 294.63  | 0          | 0       | 0               | 0            | 0 %     | 549    | 1361   | 2011       |
| <b>Median</b>                                    | 2467.5 | 4    | 2    | 0    | 208000     | 82.17   | 0          | 0       | 0               | 0            | 0 %     | 123    | 179.5  | 1997       |

| Terminated – 76 Clear Creek ISD – September 2011 |      |      |      |      |            |         |            |         |                 |              |         |        |        |            |
|--|------|------|------|------|------------|---------|------------|---------|-----------------|--------------|---------|--------|--------|------------|
|  | SqFt | Beds | FB   | HB   | List Price | LP/SqFt | Sale Price | SP/SqFt | Adj. Sale Price | Adj. SP/SqFt | SP/LP % | DOM    | CDOM   | Year Built |
| <b>Min</b>                                       | 1251 | 2    | 2    | 0    | 29900      | 17.6    | 0          | 0       | 0               | 0            | 0 %     | 0      | 0      | 1960       |
| <b>Avg</b>                                       | 2429 | 3.5  | 0.45 | 2.25 | 200020     | 82.35   | 0          | 0       | 0               | 0            | 0 %     | 100.86 | 137.88 | 1990       |
| <b>Max</b>                                       | 5634 | 5    | 4    | 1    | 599000     | 145.54  | 0          | 0       | 0               | 0            | 0 %     | 618    | 618    | 2011       |
| <b>Median</b>                                    | 2298 | 3.5  | 2    | 0    | 169450     | 78.3    | 0          | 0       | 0               | 0            | 0 %     | 81     | 95.5   | 1990       |