



Don Johnson

The "Real" Canyon Lake Real Estate News

April 2006

The "Real" Don Johnson
& Lara Johnson



Lara Johnson

THE "REAL" TEAM

IT'S ALREADY A GREAT YEAR AT CANYON LAKE !

The tourists are starting to arrive and so are the buyers! Both in-state and out-of-state visitors are discovering the affordability and beauty of Canyon Lake. If you have been thinking of selling your property – land or home – in Canyon Lake, now is the time!

Although other areas of the country may have experienced a slow down in the real estate market, the market at Canyon Lake continues to grow at a steadily increasing rate. If you have ever considered selling your property, give us a call! Let us help you take advantage of the still-booming real estate market at Canyon Lake!

Selling Continues at The Lake – A Look at The First Quarter of 2006

We are on track for another record-breaking year at Canyon Lake. Compared to the first quarter of 2005, home sales in Canyon Lake for 2006 were 43% higher, and land sales almost doubled. During the first quarter of 2006, the average price for a home in Canyon Lake increased 13.8%, and the average days on market increased by 4, from 159 days to 163 days. The average price for land at Canyon Lake increased 7%, and the average days on the market decreased by 6 days.

Jan-Mar. 2005 Jan-Mar. 2006

Home sales	\$17,265,691	\$ 24,561,631
Land sales	\$ 4,954,800	\$ 8,260,348

Homes Sold January through March, 2006 - Canyon Lake Area

- Total homes sold: 130
- Value of sales: \$ 24,561,631
- Average selling price: \$188,936
- Average days on the market: 163
- Lowest priced home: \$19,900
- Highest priced home: \$ 824,500
- Smallest Home: 640 square feet
- Largest home: 4694 square feet
- Average price was \$ 22,920 greater than 2005.

Current Activity - Canyon Lake Area

Presently there are 393 homes on the market, ranging in asking price from \$35,000 to \$2.2 million. These include manufactured homes and condos. Since 43 homes (average) have sold each month in 2006, this represents an inventory of 9.1 months.

Land Sold January through March, 2006 - Canyon Lake Area

- Parcels sold: 185
- Total sales: \$ 8.26 million
- Average price: \$ 44,561
- Least expensive: \$ 3,500
- Most expensive: \$ 3.64 million
- Average days to sell: 379

Presently, there are 846 parcels of land on the market. So far in 2006, 61 lots have sold per month on the average; therefore, we have 13.9 months of land inventory.



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OUR FEATURED HOMES

558 OAK SHORES DRIVE



Fantastic waterfront home in gated Oak Shores Estates. Beautifully landscaped backyard with easy walk to the water. Home has three bedrooms with additional leisure room and study. All the upgrades and extras! \$995,000. MLS #131711.

185 MERLIN COURT



Unbelievable lakeview from this custom home in prestigious Mystic Shores. Spacious master suite, Bed and Breakfast-like guest suite, three porches overlooking beautiful Canyon Lake! \$449,300. MLS # 130761.

FOR MORE INFORMATION

Are you interested in real estate activity in your subdivision? Want to receive a free estimate of your home's market value?

CQII Don at 830-660-1973 or Lara at 210-240-7435 or e-mail: Don@RealDon.com or Lara@RealDon.com

To receive future copies of this newsletter by e-mail, send us your e-mail address with "Newsletter" in the subject line.

Trivia fact: The shortest amount of time for a home stayed on the market was 27 days, and the longest was 988 days.

DISCLAIMER:

The intent of this newsletter is to give you an overview of the Canyon Lake real estate market, and it is only as accurate as the New Braunfels / Canyon Lake Area Association of Realtors MLS.

If your property is currently listed with another real estate agent, please disregard this advertisement.

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