



Don Johnson

**The "Real" Canyon Lake
Real Estate News
January 2006
The "Real" Don Johnson
& Lara Johnson**



Lara Johnson

THE "REAL" TEAM

IT'S A SELLER'S MARKET! - Looking forward to 2006

If you have been thinking of selling your property – land or home – in Canyon Lake, now is the time! There is already a shortage of land and homes available in the area, and buyers from all over the United States are discovering the beauty and reasonable prices at Canyon Lake.

Based on the influx of buyers already this year, we expect another booming year at Canyon Lake. 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!

If you're at Canyon Lake to stay – great! Invite your friends to take advantage of the reasonable prices at the Lake while properties are still available. We would love to help your friends and family settle here and enjoy the Canyon Lake lifestyle as much as you do!

THE REAL ESTATE BOOM HITS CANYON LAKE - Looking Back on 2005

The BOOM in the real estate market continues to be great news for the Canyon Lake area in 2005. Home sales in Canyon Lake for 2005 were 33% higher than in 2004, and land sales more than doubled. In 2005, the average price for a home in Canyon Lake increased 9.4%, and the average days on market decreased by 21 days. The average price for land at Canyon Lake increased 41.5%, and the days on the market decreased by 67 days!



Jan-Dec. 2004 Jan-Dec. 2005

Home sales	\$ 62,001,975	\$ 82,632,783
Land sales	\$13,326,800	\$ 27,977,153

Homes Sold January through December, 2005 - Canyon Lake Area

- Total homes sold: 474
- Value of sales: \$82,632,783
- Average selling price: \$174,331
- Average No. of Days to sell: 151
- Lowest priced home: \$4,500
- Highest priced home: \$1,050,000
- 54% of homes sold below \$150,000
- 13% of homes sold over \$300,000
- 13.5% were manufactured homes
- Smallest Home: 520 square feet
- Largest home: 5774 square feet
- Average price was \$14,943 greater than 2004.
- Lakefront homes sold: 39

Current Activity - Canyon Lake Area

Presently there are 374 homes on the market, ranging in asking price from \$25,000 to \$1,850,000. These include manufactured homes and condos. Since 39.5 homes (average) were sold each month in 2005, this represents an inventory of 9.5 months.



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Canyon Lake Area Land Sales January through September, 2005

- Total sales: \$27.97 million
- Parcels sold: 555
- Average price: \$50,409
- Least expensive: \$2,000
- Most expensive: \$2,656,435
- Average days to sell: 384

Presently, there are 602 parcels of land on the market. In 2005, 46 lots sold per month on the average; therefore, we have 13 months of land inventory.

THE "REAL" TEAM STATS

Lara joined her father Don in the real estate business in September of 2005. How did the "REAL" Team do?

By listing with the "REAL" Team, clients sold their homes **30 days faster** and their lots **104 days faster** than the Canyon Lake average. That's a 20% faster sale for homes and 27% faster sale for lots.

If you have a home or property in Canyon Lake and you would like to put the efficiency of the "REAL" Team to work for you, call us today!

DISCLAIMER:

The intent of this newsletter is to give you a feel for the real estate market, and it is only as accurate as the New Braunfels/Canyon Lake Area Association of Realtors MLS. The Canyon Lake Area includes most of northern Comal County from Hwy 281 to FM 1863 to FM 2722 and across to FM 306 to Hays County.

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

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? CALL DON AT 830-660-1973 OR LARA AT 210-240-7435.

Our website is www.RealDon.com. Our email addresses are Don@RealDon.com and Lara@RealDon.com When you decide to buy or sell real estate, we would love to work with you. **TO RECEIVE FUTURE COPIES OF THE NEWSLETTER BY EMAIL, SEND US YOUR EMAIL ADDRESS. JUST PUT "NEWSLETTER" IN THE SUBJECT LINE.**

Thanks for reading this issue of the "Real" Real Estate Newsletter. Don and his wife Patti live in The Point at Rancho Del Lago, on the north side of Canyon Lake, just off John Knox Road (FM 3424).

Trivia fact: Homes sold in Canyon Lake accounted for 40% of all homes sold and 79.5% of all land sold in Comal County in 2005.

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