



The "Real" Don Johnson Lara Johnson

The "Real" Canyon Lake Real Estate News

February, 2007

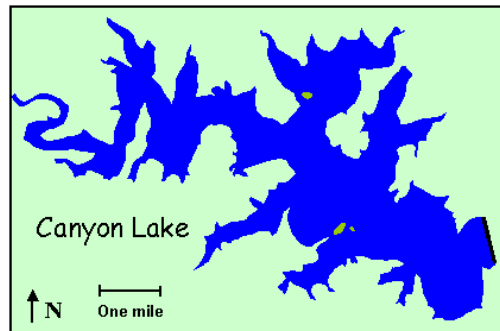
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Canyon Lake Trivia:

- In 2006, 43 lakefront homes were sold at Canyon Lake, 4 more than in 2005.
- In 2006, 22 homes were sold over \$500,000 and 29 homes were sold under \$50,000.
- In 2006, 30% of the land sold in Canyon Lake was under \$20,000.

What's Hot—Record Sales at the Lake!



IT IS STILL A SELLER'S MARKET AT CANYON LAKE!

Home and land sales continue at a record-breaking pace. Although the activity at the lake slows a little during the winter months, we are gearing up for the return of the tourists and the buyers.

Compared with 2005, at the end of 2006, there were 11.5% fewer

homes on the market for these buyers to choose from. **NOW IS THE TIME TO GET YOUR HOME OR PROPERTY ON THE MARKET!**

Let us help you! We would be happy to provide a free competitive market analysis to let you know what price your home should command in the marketplace.

Although other areas of the country may be experiencing a slowdown, we are still growing! We have many buyers from Houston and San Antonio, but also from California, Florida, and all over the united States. Everyone is discovering how great Canyon Lake is!

Canyon Lake: We're still growing

<u>2004</u>	<u>2005</u>	<u>2006</u>
Total Home Sales: \$62 million	Total Home Sales: \$82.6 million	Total Home Sales: \$113.9 million
Total Land Sales: \$13.3 million	Total Land Sales: \$27.9 million	Total Land Sales: \$41.4 million

Canyon Lake: The Year in Review—Homes

Canyon Lake Homes	<u>2005</u>	<u>2006</u>
Homes sold	474	548
Average days on market	151	149
Average selling price	\$174,331	\$207,837
Lowest priced home	\$4,500	\$19,900
Highest priced home	\$1,050,000	\$960,000
Smallest home	520 sf	500 sf
Largest home	5774 sf	5391 sf

Home sales continue to increase!

Compared with 2005, the number of homes sold increased by 15.6% while the overall value of homes sold increased by 37.8%. The average price of a home increased by 19.2%. Interestingly, the average days on the market for homes held almost constant, at 151 days in 2005 and 149 days in 2006. The lowest price per square foot for a home sold in 2006 was \$10.21 and the highest was \$307.29.

The number of homes available for sale in Canyon Lake has decreased 11.5 % from last year.

Current Activity at the Lake

The buyers are beginning to come to the Lake, but the number of homes available to show them has decreased.

Currently, there are 331 active homes on the market, down 11.5% from 2005. These include manufactured homes and condos and range in asking price from

\$29,500 to \$1,495,000. Since 46 homes (average) were sold each month in 2006, this represents an inventory of 7.2 months.

We have more buyers and less homes to choose from!

Our Featured Listing—Waterfront Home 2090 COLLEEN

Three living areas, two kitchens, an oversized garage for boat storage, and huge decks to enjoy the Lake! Easy walk to the water and great views of the Lake as well as tons of storage space.

3600+ square feet

4 bedroom/4 full baths

.5 acres of Canyon Lake waterfront property

MLS# 138302, \$560,000



2090 COLLEEN — Great waterfront home with three living areas and huge decks to enjoy the Lake!

Canyon Lake: The Year in Review—Land

Canyon Lake Land	2005	2006	
Properties sold	555	755	Compared with 2005, the number of lots sold in 2006 increased by 36% and the value of the lots sold in Canyon Lake increased by 48%. The average number of days a lot stayed on the market decreased by 46.8%. There are more lots for sale now (884 active) than last year (602 active).
Average days on market	384	294	
Average selling price	\$50,409	\$54,874	
Lowest price	\$2,000	\$2,000	
Highest price	\$2,656,435	\$2,774,000	

For More Information Contact The "REAL" Team

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

Contact:
The "Real" Don Johnson
830-660-1973
Don@RealDon

Lara Johnson
210-240-7435
Lara@RealDon.com

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2142 CONNIE — Waterfront home on deep cove, perfect for swimming, kayaking, or fishing.

Our Featured Listing — Waterfront Home 2142 CONNIE

Over an acre of waterfront property on Canyon Lake - 2.5 lots with room for an additional home on the additional lot. Open concept kitchen and living room, all with great views of the Lake.

3300+ square feet

4 bedrooms/3 full baths/1 half bath

1.07 acres of Canyon Lake waterfront property

MLS # 138774, \$595,000

If your home is currently listed with another agent, please disregard this advertisement. The information in this newsletter is only as accurate as the New Braunfels/Canyon Lake Area Association of Realtors MLS.

The "Real" Team

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Mickey Ferrell, REALTORS®
42320 FM 3159
Canyon Lake, TX 78133

Don Phone: 830-660-1973
Lara Phone: 210-240-7435
Email: Don@RealDon.com
Lara@RealDon.com



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www.RealDon.com