



The "Real" Don Johnson Lara Johnson

# The "Real" Canyon Lake Real Estate News

April, 2007

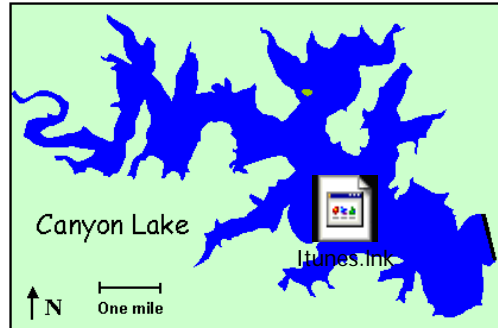
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## Canyon Lake Trivia:

- 60% of the land sold in the first quarter of 2007 was under \$30,000
- Ten (10) parcels of land over \$100,000 sold in the first quarter of 2007
- Twelve (12) homes over \$300,000 sold in Canyon Lake in the first quarter of 2007.

## What's Hot—Big changes at Canyon Lake!



### Home sales decline in first quarter vs. 1st quarter 2006

#### 2006 Boom

Canyon Lake boasted large increases in sales for 2006, including a 15.6% increase in the number of homes sold over 2005, and a 37.8% increase in the value of all the homes sold. However, the first quarter of 2007 shows a change in that trend.

#### 2007 Slow Down

Currently, there are 477 homes on the market.

At the end of 2006, there were 393 homes on the market. That is 35% more homes on the market now than at the end of the year. Eighty eight (88) homes were sold in the first quarter of 2007, compared to 130 homes sold in the first quarter of 2006 (32% less homes sold).

The higher end of the Canyon Lake market showed the most slow down. Currently, there are 158 homes on the market priced over \$300,000, and twelve (12) homes over \$300,000 were sold in the first quarter of 2007. Three (3) homes were sold over \$500,000.

Even though sales have been slow, historically, the late Spring and Summer are the peak seasons for buying and selling in Canyon Lake.

More than ever, you need the professional help of the "REAL" Team to guide you through the market changes. We would be happy to provide an estimate of what price your home or property should command in the marketplace.

## Canyon Lake: The Market Slow Down

### First Quarter Sales 2006

Total Home Sales:  
\$24.6 million  
130 homes sold

Total Land Sales:  
\$8.26 million  
185 properties sold

### First Quarter Sales 2007

Total Home Sales:  
\$16.7 million  
88 homes sold

Total Land Sales:  
\$5.5 million  
138 properties sold

## Canyon Lake: The First Quarter of 2007—Homes

### Canyon Lake Homes Sold

First Quarter	2006	2007
Homes sold	130	88
Average days on market	163	140
Average selling price	\$188,936	\$190,165
Lowest priced home	\$19,900	\$28,000
Highest priced home	\$824,500	\$1,750,000
Smallest home	640 sf	600 sf
Largest home	4694 sf	6057 sf

Compared with the first quarter of 2006, the number of homes sold decreased by 32.3% while the overall value of total homes sold decreased by 32.1%. The average price of a home increased by .01%. Interestingly, the average days on the market for homes decreased by 23 days. The lowest price per square foot for a home sold in the first quarter of 2007 was \$35.17 and the highest was \$295.83 (two waterfront lots with home).

The overall total value of homes sold this quarter (\$16.7 million) is comparable to the first quarter of 2005, when \$17.2 million total was sold.

### Current Activity at the Lake

*There are 35% more homes on the market since the beginning of the year but sales are 32% less than this time last year.*

Currently, there are 477 homes on the market which range in asking price from \$1,675,000 to \$19,900. Since 29 homes (average) have been sold each month in 2007, this represents an inventory of 16.4 months.

There are 64 homes priced over

\$500,000 (3 homes in this range were sold in the first quarter of 2007); 94 homes priced \$300,000-\$499,000 (9 homes in this range were sold); 86 homes priced \$200,000-\$299,000 (15 homes sold in this range were sold).

### 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, \$549,000



## Canyon Lake: First Quarter of 2007 — Land

### Canyon Lake Land Sold

First Quarter	<u>2006</u>	<u>2007</u>
Properties sold	185	138
Average days on market	379	327
Average selling price	\$44,561	\$39,940
Lowest price	\$3,500	\$2,500

Compared with the first quarter of 2006, the number of lots sold in 2007 decreased by 25.4% and the value of the total lots sold in Canyon Lake decreased by 33.4%. The average number of days a lot stayed on the market decreased by 13.7%. There are more lots for sale now (1047 active) than last year (846 active).

The overall total volume of property sold this quarter (\$5.5 million) is roughly comparable to the first quarter of 2005, when \$4.95 million total was sold.

### 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:  
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HIGH OAK — Hilltop home with beautiful views of the Hill Country on two acres, unrestricted use.

### Our Featured Listing — Hilltop Home 1217 HIGH OAK

Two hilltop acres at Canyon Lake with no restrictions on use. Home completely remodeled in 2006 and has ranch fence. Private covered decks on two levels. Oversized 50' x 30' garage/workshop.

1600 +/- square feet

2 bedrooms/2 full baths

2 acres of Canyon Lake hilltop property

MLS # 141250, \$249,000

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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