



The RE/MAX Report 2016

FOR SALE

Fourth quarter usually sees a drop in inventory levels due to the holidays and at print, Canyon Lake only had 68 properties available for sale (not including lots). We've been tracking the inventory levels since January of 2011 when there were 120 properties available for sale that first quarter. The lowest amount was in fourth quarter of 2012 when there were only 62 properties for sale yet 90 closed sales. The highest inventory was second quarter of 2014 with 160 properties for sale and only 79 sales followed by second quarter of 2015 with 159 properties for sale and 81 sales. The data proves not to wait until April or May when you are competing against more properties to list your home for sale. It's a good idea to list your property when there is less competition. On average, Canyon Lake had 61 sales in first quarter for the past 7 years with more homes closing in the fourth quarter (Oct, Nov, & Dec) than at any other time.

It still takes on average 101 days in Canyon Lake to sell a home, yet the average list price was only 3% higher than the sales price and of the 273 properties that sold, 189 had at least one price reduction, 42 sold at list price, and 42 sold on average 2% above list price. For more information about the Canyon Lake real market market or back issues of **The RE/MAX Report**, visit us at CanyonLakeNOW.com.

Properties For Sale: 273
Ave. List Price: \$433,642

Waterfront Homes: 52
Ave. List Price: \$687,563

Golf Course Homes: 21
Ave. List Price: \$446,948

Condos/Townhomes: 18
Ave. List Price: \$264,411

Fairway Estates: 8
Ave. List Price: \$197,875

Lots: 20
Ave. List Price: \$98,445

PENDING:
Properties Pending : 35
Ave. List Price: \$487,556

Waterfront Homes: 9
Ave. List Price: \$759,033

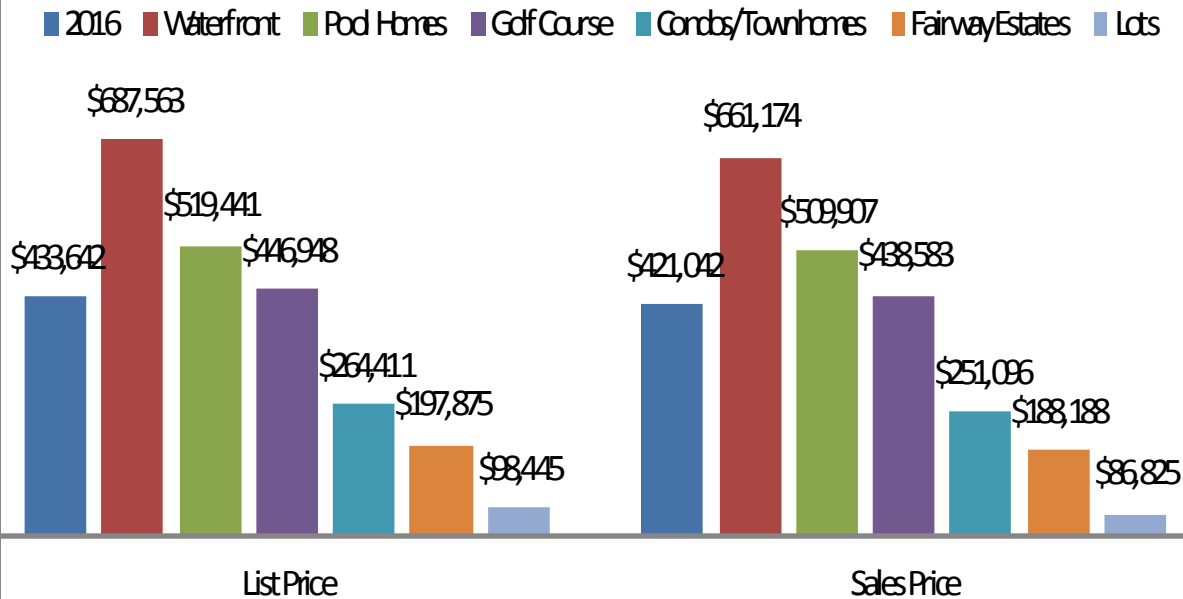
Golf Course Homes: 1
Ave. List Price: \$389,900

Condos/Townhomes: 1
Ave. List Price: \$425,000

Fairway Estates: 1
Ave. List Price: \$100,000

Lots: 2
Ave. List Price: \$61,500

Sales Price vs. List Price



RE/MAX NOW

951-246-0477

CanyonLakeNOW.com

For every home sold - we give back

Each office is independently owned and operated - BRE #01096515

