

BRAUN STATION WEST REAL ESTATE UPDATE

by Jack "Top" Anderson, REALTOR

Hello Braun Station West Neighbors,

As of November 6, 2007 there were 11,905 Single Family Homes for Sale in the San Antonio Real Estate Market. Was your house one of them? Twenty of the homes for sale were in Braun Station West. Of these 20 homes, one has been on the market for 106 days, the longest for this area currently. From January 1, 2007 to the present, 30 Braun Station West homes *have* sold. These homes average 41 days on the market, at an average of \$87.00 per square foot. So why is this of interest? Simply it means: 1. Houses *ARE* selling in our neighborhood. 2. Houses sold on average in one to two months. Now let's compare this year's market to last year's market.

Last year was definitely a seller's market. Houses sold faster and for a little more per square foot than this year. The 2007 market has slowed and as a result, become more of a buyer's market. Do not be discouraged however, because houses *are* selling! Last year's housing market was an exception to the rule. This year has returned to a more normal, realistic market. In turn, this year's seller needs to be more realistic.

There are generally three reasons why a home does not sell: 1. Overpriced! 2. Neglected and/or in desperate need of repairs. 3. Bad location. To help improve the chances of selling your home, there are some simple things you can do. First, consult a real estate professional to help you set realistic price expectations and market your home. Secondly, understand that there may be a little extra effort needed to "*sell*" your home. Repairs need to be made and curb appeal maintained. You may be ready to move but you have to think like a buyer. What would make you want to buy your home? Aren't fresh paint, clean or new carpets/floors and an overall sense that the home is well maintained what you are looking for in your next home purchase? Thirdly, regarding the location, we live in one of the most desirable neighborhoods in San Antonio so you need to exercise patience, knowing that the right buyer is out there.

This year, it is my hope that you have learned: the fundamentals of an accurate market analysis, the importance of curb appeal and regular maintenance, and the vital role a Realtor plays in selling your home right. It is also my hope that you and those you love enjoy all the blessings of this Glorious season and new Year.

If you have any questions or would like additional real estate information, please feel free to call me at **210-386-0794** or email at janderson12@satx.rr.com.

Active Listings

Street Name	List Price	Sq. Ft.	DOM	\$ Sq.Ft.
Crooked Road	\$119,000	1,332	89	\$89.34
Wimbledon	\$129,800	1,700	92	\$76.35
Rugged Ridge	\$132,000	1,506	103	\$87.65
Wimbledon	\$134,900	1,538	0	\$87.71
Woodheather	\$139,000	1,541	50	\$90.20
Wickheather	\$144,900	1,683	41	\$86.10
Wickersham	\$146,900	1,644	181	\$89.36
Donegal	\$149,900	1,293	7	\$115.93
Hoke	\$165,900	2,300	56	\$72.13
Queen Hts.	\$182,900	2,056	38	\$88.96
Prince Hts.	\$225,000	2,800	145	\$80.36
Curry Hts.	\$225,000	2,463	53	\$91.35
Hetton Hts.	\$242,000	3,002	35	\$80.61
Waldon Hts.	\$242,900	2,677	166	\$90.74
Regis Hts.	\$279,950	3,400	169	\$82.34
Seaton Hts.	\$280,000	3,588	123	\$78.04
London Hts.	\$289,500	3,253	25	\$88.99
Seaton Hts	\$305,000	3,467	101	\$87.97
Wrexham Hts.	\$309,000	3,213	123	\$96.17
Boutry Hts.	\$319,500	3,345	106	\$95.52

Properties Sold in 2007

Street Name	List Price	Sale Price	Sq. Ft.	DOM	\$ Sq.Ft.
Brigadoon	\$110,000	\$114,000	1,153	3	\$98.87
Donegal	\$132,500	\$123,800	1,522	14	\$87.06
Brigadoon	\$135,500	\$130,000	1,411	28	\$92.13
Brigadoon	\$134,950	\$133,000	1,617	72	\$82.25
Crooked Road	\$130,000	\$134,000	1,430	4	\$93.71
Pendragon	\$134,000	\$135,000		88	
Donegal	\$136,000	\$135,000	1,492	32	\$91.15
Pertshire	\$142,900	\$135,000	1,980	30	\$68.18
Rolling Stone	\$139,900	\$136,385	1,616	20	\$84.40
Pendragon	\$139,900	\$139,900	1,624	61	\$86.15
Wickersham	\$159,000	\$149,100	1,805	5	\$82.60
Rugged Ridge	\$162,700	\$150,000	1,993	1	\$75.26
Beowulf	\$159,900	\$158,000	1,832	13	\$86.24
Sturbridge	\$182,500	\$177,500	2,568	90	\$69.12
Curry Hts.	\$189,000	\$185,000	1,984	114	\$93.25
Wuthering Hts.	\$197,500	\$195,000	2,335	42	\$83.51
Horse Heath	\$217,000	\$212,000	2,812	87	\$75.39
Cheviot Hts.	\$229,000	\$216,900		32	
Saint Ives	\$239,000	\$217,500	2,489	44	\$87.38
Wrexham Hts.	\$239,500	\$232,000	2,299	32	\$100.91
Wrexham Hts.	\$253,000	\$239,000	2,418	57	\$98.84
Waldon Hts.	\$248,000	\$243,000	2,233	29	\$108.82
Seaton Hts.	\$249,000	\$247,000	3,010	53	\$82.06
Drayton Hts.	\$248,000	\$248,000	2,448	11	\$101.31
Drayton Hts.	\$249,950	\$249,950	2,755	141	\$90.73
Cheviot Hts.	\$279,000	\$264,000	2,233	40	
Seaton Hts.	\$265,000	\$265,000	2,719	41	\$97.46
Cheviot Hts.	\$279,000	\$275,000	2,837	16	\$96.93
Cheviot Hts.	\$287,000	\$283,000	3,026	19	\$93.52
Cheviot Hts.	\$299,000	\$298,000	2,952	21	\$100.95