

Market Area Statistics West University - Houston , TX*

as of 3/4/2009

Inventory and Sales

| | | |
|----------------------------|-----|-------------------------------|
| Homes Sold Year-To-Date | 114 | 59% of Previous Year's Sales |
| Homes Sold Previous Year | 192 | |
| Current Listings On Market | 122 | Absorption Rate 9.50 H.P.M |
| Active | 106 | |
| Pending | 16 | Current Inventory 12.8 Months |

Distressed Sales & Ratios

| | | |
|--------------------------------|---|-------|
| Distressed Sales Year-To-Date | 1 | 0.88% |
| Foreclosure | 1 | |
| Short Sale | 0 | |
| Distressed Sales Previous Year | 1 | 0.52% |
| Foreclosure | 1 | |
| Short Sale | 0 | |
| Current Distressed Listings | 0 | 0.00% |
| Foreclosure | 0 | |
| Short Sale | 0 | |

Financing Terms & Concessions Year-To-Date**

| | | | |
|--------------|-----|---------------------------|------|
| CONVENTIONAL | 80% | <u>Seller Concessions</u> | |
| ARM | 1% | High | 1.5% |
| FHA | 0% | Median | 0.3% |
| VA | 0% | Predom | #N/A |
| CASH | 11% | Average | 0.4% |

New Home Sales & Predominant Age of Sales

| | | | | | |
|-----------------------------------|-------|----------------------------------|-------|--|-------|
| <u>New Home Sales This Year</u> | | <u>New Homes Last Year</u> | | <u>New Homes 3 Years Ago</u> | |
| Total | 26 | Total | 45 | Total | 36 |
| Percent | 22.8% | Percent | 23.4% | Percent | 17.6% |
| <u>New Sold Over Last 5 Years</u> | | <u>Current New Home Listings</u> | | <u>Predominant Age Over Last 5 Years</u> | |
| Total | 176 | Total | 36 | 1940 | |
| Percent | 20.3% | Percent | 29.5% | | |

List Price / Sales Price Ratios

| | | | | | |
|---------------------------------|--------|---------------------------------|--------|-------------------------------|--------|
| <u>LP/SP This Year</u> | | <u>LP/SP Last Year</u> | | <u>LP/SP Last 3 Years</u> | |
| Average | 96.8% | Average | 97.8% | Average | 97.9% |
| Median | 97.2% | Median | 98.5% | Median | 98.3% |
| Predom | 100.0% | Predom | 100.0% | Predom | 100.0% |
| <u>Original LP/SP This Year</u> | | <u>Original LP/SP Last Year</u> | | <u>Original LP/SP 3 Years</u> | |
| Average | 102.7% | Average | 96.2% | Average | 95.9% |
| Median | 96.3% | Median | 97.5% | Median | 97.2% |
| Predom | 100.0% | Predom | 100.0% | Predom | 100.0% |

Current Active Listing Stats

| | SqFt | Lot | List \$ | Per SqFt | DOM | Year Blt |
|--------|------|-------|--------------|-----------|-----|----------|
| Low | 1180 | 2696 | \$ 417,000 | \$ 149.63 | 1 | 1930 |
| Avg | 4012 | 7332 | \$ 1,190,255 | \$ 296.21 | 116 | 1990 |
| High | 8146 | 15000 | \$ 3,650,000 | \$ 752.11 | 654 | 2009 |
| Median | 3816 | 7163 | \$ 1,099,000 | \$ 285.51 | 86 | 2000 |

Current Sold Stats (12 Months)

| | SqFt | Lot | List \$ | List Per SqFt | Sales \$ | Per SqFt | DOM | Year Blt |
|--------|------|-------|--------------|---------------|---------------------|------------------|-----|----------|
| Low | 1034 | 2913 | \$ 325,000 | \$ 121.37 | \$ 315,000 | \$ 121.40 | 0 | 1930 |
| Avg | 3672 | 6637 | \$ 1,055,220 | \$ 290.15 | \$ 1,019,800 | \$ 280.76 | 85 | 1987 |
| High | 8788 | 15000 | \$ 2,740,000 | \$ 471.46 | \$ 2,450,000 | \$ 496.28 | 710 | 2008 |
| Median | 3710 | 6250 | \$ 990,000 | \$ 285.68 | \$ 950,000 | \$ 278.80 | 32 | 1994 |

Previous Year Sold Stats (13-24 Months)

| | SqFt | Lot | List \$ | List Per SqFt | Sales \$ | Per SqFt | DOM | Year Blt |
|--------|------|-------|--------------|---------------|--------------|-----------|-----|----------|
| Low | 1195 | 2659 | \$ 365,000 | \$ 156.63 | \$ 357,500 | \$ 153.71 | 0 | 1930 |
| Avg | 3626 | 6495 | \$ 957,629 | \$ 263.87 | \$ 936,978 | \$ 258.21 | 72 | 1988 |
| High | 6529 | 12487 | \$ 2,499,000 | \$ 464.29 | \$ 2,499,000 | \$ 435.31 | 553 | 2007 |
| Median | 3585 | 6188 | \$ 895,450 | \$ 254.79 | \$ 877,500 | \$ 249.38 | 34 | 1995 |

Sold Stats 3 Year Prior (25-36 Months)

| | SqFt | Lot | List \$ | List Per SqFt | Sales \$ | Per SqFt | DOM | Year Blt |
|--------|------|-------|--------------|---------------|--------------|-----------|-----|----------|
| Low | 1085 | 2989 | \$ 199,900 | \$ 132.91 | \$ 199,900 | \$ - | 2 | 1928 |
| Avg | 3488 | 6674 | \$ 857,446 | \$ 247.27 | \$ 839,786 | \$ 240.70 | 83 | 1982 |
| High | 6703 | 15500 | \$ 2,300,000 | \$ 450.75 | \$ 2,240,000 | \$ 456.97 | 953 | 2006 |
| Median | 3462 | 6000 | \$ 797,000 | \$ 237.39 | \$ 783,500 | \$ 232.92 | 42 | 1991 |

Sold Stats Over 5 Year Period

| | SqFt | Lot | List \$ | List Per SqFt | Sales \$ | Per SqFt | DOM | Year Blt |
|--------|-------|-------|--------------|---------------|--------------|-----------|-----|----------|
| Low | 910 | 2659 | \$ 199,900 | \$ 121.37 | \$ 199,900 | \$ - | 0 | 1928 |
| Avg | 3494 | 6651 | \$ 854,451 | \$ 244.28 | \$ 832,518 | \$ 237.20 | 78 | 1983 |
| High | 10066 | 22500 | \$ 2,740,000 | \$ 471.46 | \$ 2,499,000 | \$ 496.28 | 953 | 2008 |
| Median | 3495 | 6188 | \$ 779,000 | \$ 237.30 | \$ 763,605 | \$ 230.87 | 41 | 1992 |

* All data utilized in this report for the purpose of statistics analysis and trend graphing was extracted from HAR MLS and may not be all inclusive; however, this information represents the majority of all activity in the market since the majority of transactions in the area are facilitated by Realtors.

** Financing Percentages May Not Total 100% Due to Miscellaneous Financing Types

Indicators:

Positive

Stable

Negative

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