

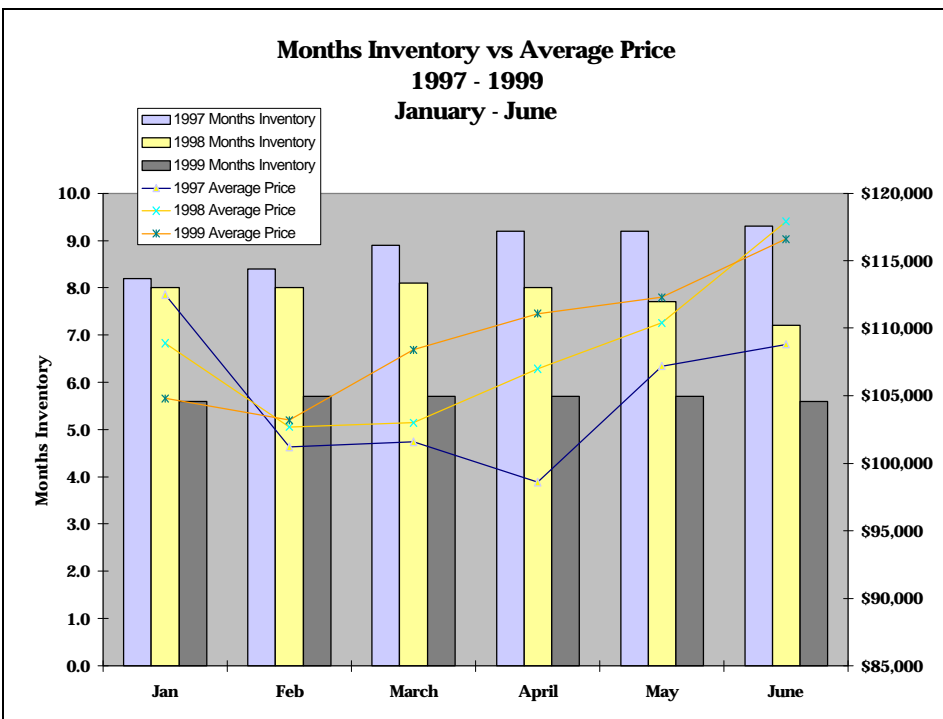
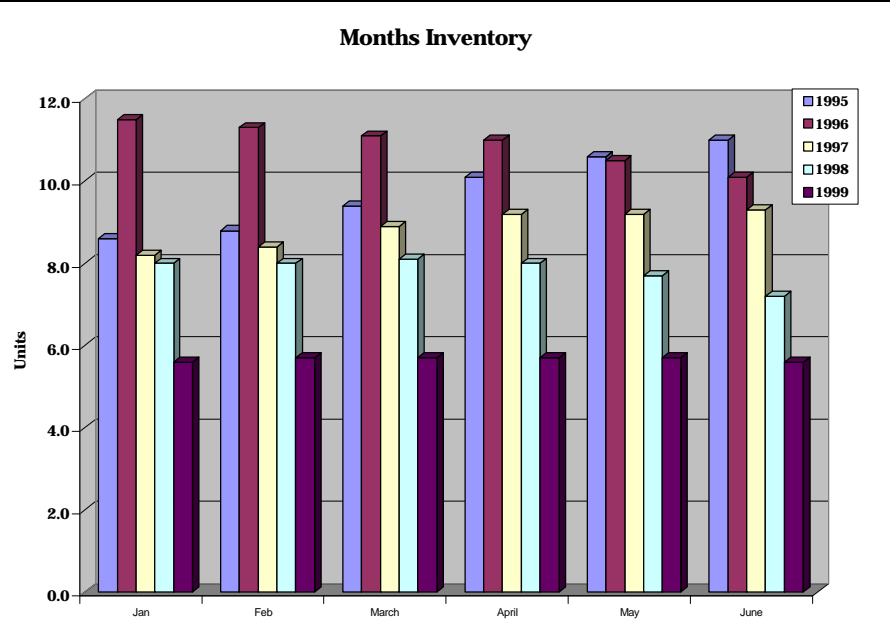


Market Trends Report

Presented by Michael E. Reyna & Associates, Inc. - Real Estate Appraisers/Consultants

Welcome to the 2nd quarter Marketing Trends Report. The statistics and data gathered for this presentation were obtained from the Texas Real Estate Center at Texas A&M University and through the efforts of the San Antonio Board of Realtors Multiple Listing Service.

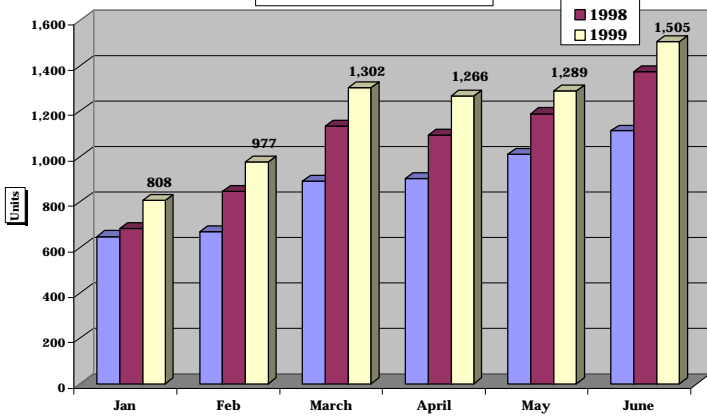
Let's begin with some history breaking news regarding "residential home inventory". The graph presented on the right illustrates the semi-annual home inventory for the last 5 years. As you can plainly see, we are currently in a shortage of housing for the San Antonio market. Typically, we have about an 8 month inventory as we approach our busy "summer selling season". However, this year, we are at a record low of 5.6 months of inventory.



As with any market, if supply is low and demand is high, the increase in pricing occurs. The graph on the left shows the relationship between months of inventory and the average pricing for that month and year. The statistics show that from January to June of 1999, the monthly increase in pricing was an average of 1.87%. Wow !

As of June 1999, the average price for a home in San Antonio was \$116,600 based on the total sales volume of that month. The direct relationship proves that the lower the months inventory the higher the average price. Hence, the market is working the way it was designed and therefore let the good times roll....

**Number of Sales by Month
January - June
1997 - 1999**



To prove what a great year we are having look at the number of sales that are occurring in our market. Year to date for 1999, we are currently at 7,147 units sold. The graph above shows that every month we are exceeding last years "record" levels.

The year to date 1997 sales indicated 5,236 units as of June which represents an increase of 27%. In June 1998, the year to date sales indicated 6,324 units which when compared to 1999 statistics illustrates a 12% increase in sold units.

Statistics show that as of the end of June 1999, the San Antonio MLS is reporting a 14% increase in sale price volume with \$766,654,794 as compared to June 1997 at \$660,772,120. What's outstanding news is the reported "contract sales volume" (including pending sales not closed) is up from last year with a record breaking 35% or \$1,098,853,742.

This newsletter could not be published without the support of my staff and with the co-operation of a lot of individuals. I would like to especially thank Ms. Claudine Lara for her back breaking help!

Please let me know what you would like to see in the next newsletter regarding value trends, inventory or new methods on valuing properties. We appreciate your support for this newsletter and your comments.

Customer Service is our Business!

Mike Reyna

What is a Listing Appraisal?

- ★ Determines square footage accurately.
- ★ Analyze and outlines FHA, VA, and conventional lender required repairs.
- ★ Renders an opinion of value (no more surprises at closing).
Pre-paid credit allocation towards full

Look for our 3rd Quarter ending newsletter in October...



**We Are Here To Help!!
Call Us**

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