



Market Trends Report

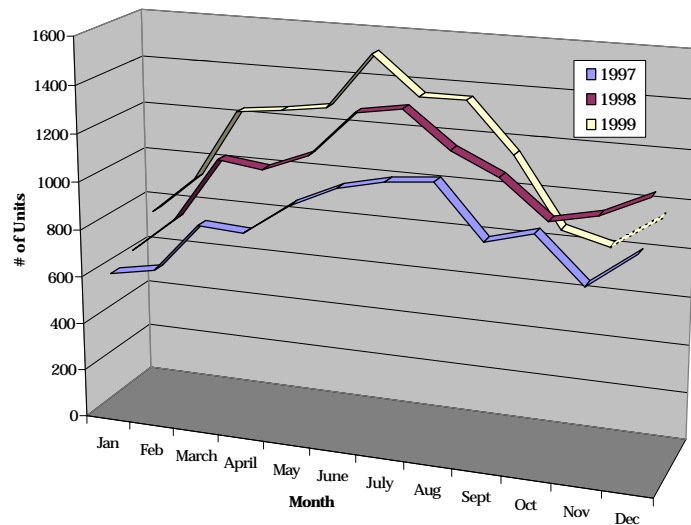
Presented by Michael E. Reyna & Associates, Inc. - Real Estate Appraisers/Consultants

Welcome everyone to the 3rd edition of Market Trends Report. This detailed information was gathered from our San Antonio Multiple Listing Service and The Real Estate Center at Texas A&M University. The data collected for this publication is from January 1999 through the end of November 1999.

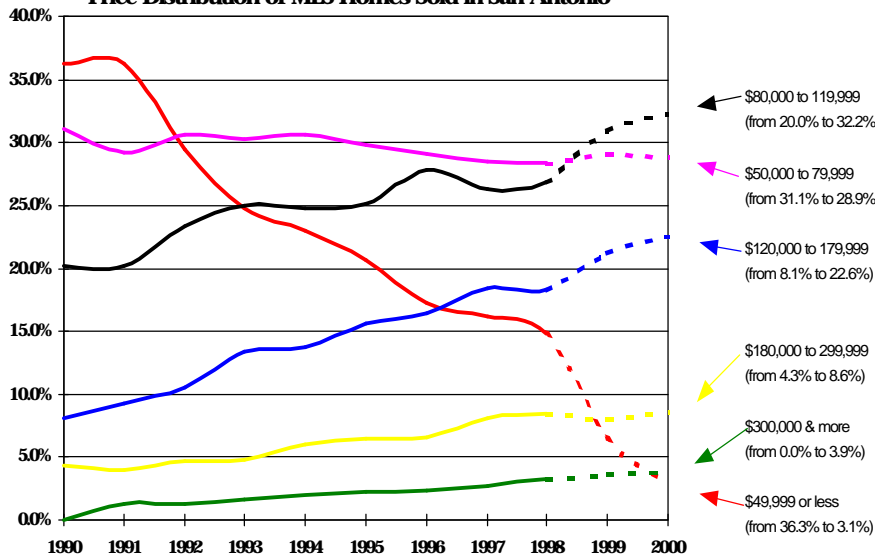
Now let's begin! The chart on the right shows us what a year we are having in terms of number of sales. Our numbers were surpassing the last two years until August of this year. According to some, it seemed as if we had "hit the wall", and yet, others related it to "a correction of the market".

Even with the adjustment in the number of sales it appears we will be breaking sales records again this year.

Closed Sales by Month



Price Distribution of MLS Homes Sold in San Antonio



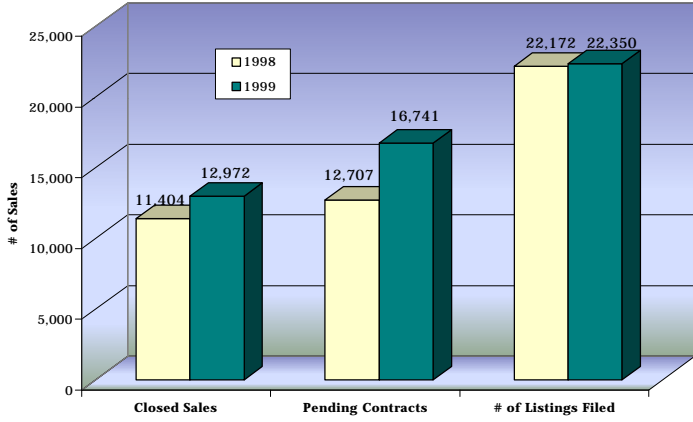
1999 through 2000 based on linear projection based on 1990 - 1998 data. figures. All data is from the Real Estate Center at Texas A&M University.

The graph on the left is probably one of my favorite illustrations of market appreciation. The data allows us to illustrate the projected market trends in terms of pricing and market share.

Some of the higher percentage increases of market share appears to be from the \$120,000 to \$179,999 price range with 14.5% change with the next highest change seen in the \$80,000 to \$119,999 price range which indicates a 12.2% change.

Interesting to see is the price range under \$50,000 which appears to be diminishing dramatically from 1990 with over 36.3% market share to 3.1% by the end of next year.

November
Year to Date Statistics



The chart above compares statistics from November year-to-date data from the last two years. It is amazing to see graphically the changes happening in our market. Sales are up over 12%, pending sales are up 24% and the number of listings are flat.

So what does this tell us? The market is doing great, appreciation of home values are evident (hence a sellers market), and supply of home inventory may become an issue in the first quarter of the new year.

As of the end of November, the MLS data indicated a 14% increase in pricing over last year with just over 1.5 billion dollars of residential real estate sold. Pending closings are up over 26% with 1.9 billion dollars "in the pipe line". So, what does this mean?... KEEP ON SMILING !!!

At Michael E. Reyna & Associates, Inc., we are committed to provide our clients with the best real estate appraisal service in our industry. It is our goal to bring our talents in technology, data collection and analysis to the appraisal and consulting requirements of our customers. Call Us -We Are Here to Help!

- Michael E. Reyna

Customer Service Is Our Business!

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 appraisal.

Look for our Year Ending Newsletter in January!



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