



Market Trends Semi-Annual Report

September 2000

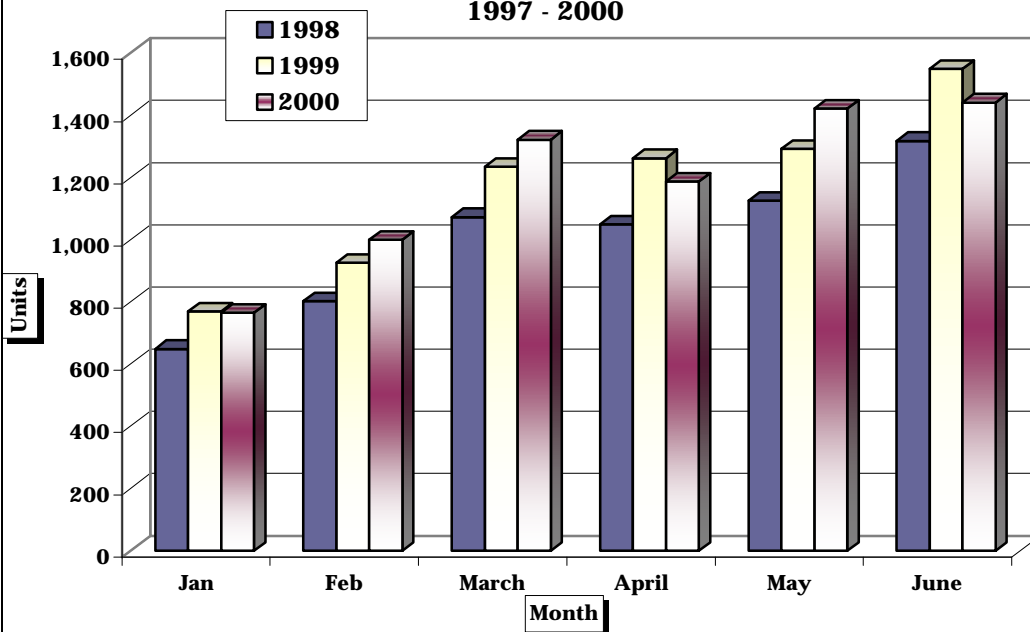
Presented by Michael E. Reyna & Associates, Inc. - Real Estate Appraisers/Consultants

Welcome to the semi-annual Market Trends Report, written and distributed by Michael E. Reyna & Associates, Inc. This detailed information was gathered from our San Antonio Multiple Listing Service bureau and The Real Estate Center at Texas A&M.

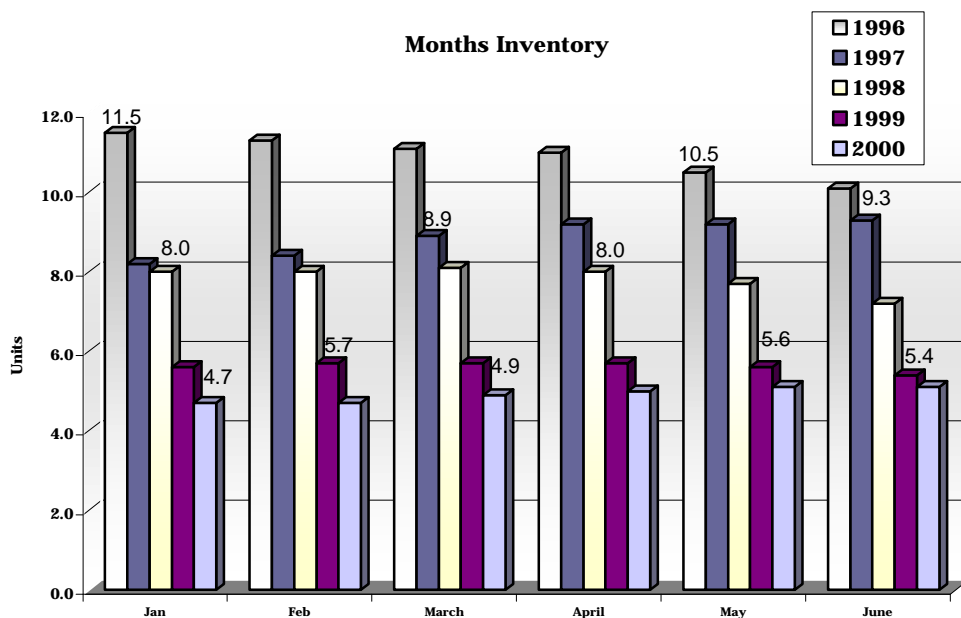
In an effort to better serve our customers, we have analyzed the data and put it into graph form for easier presentation and review.

The graph on the right demonstrates the sales trends by month over the last 3 years. The bar graph shows a steady increase in sales for the year 2000 with some market corrections in April and in June. The market corrections could occur with

**Number of Sales by Month
January - June
1997 - 2000**



Months Inventory

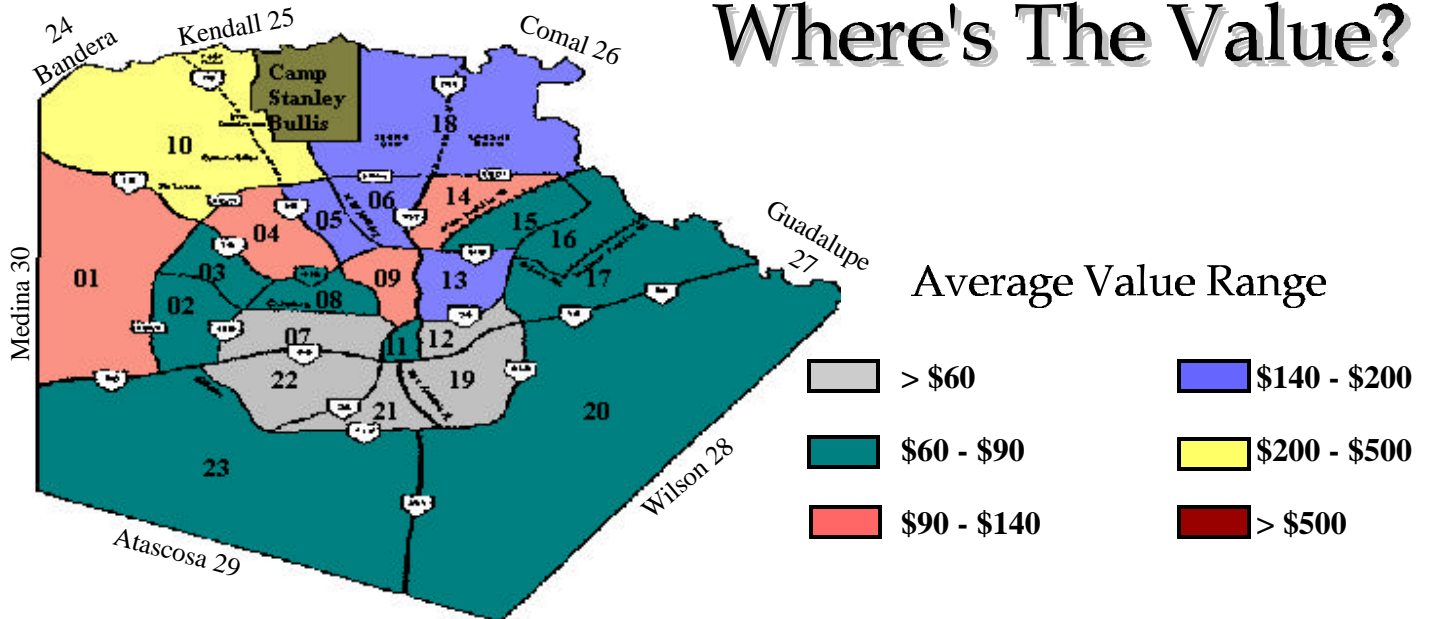


interest rate increases which has a tendency to slow growth. The sales tend to slow up and then rebound in the preceding month.

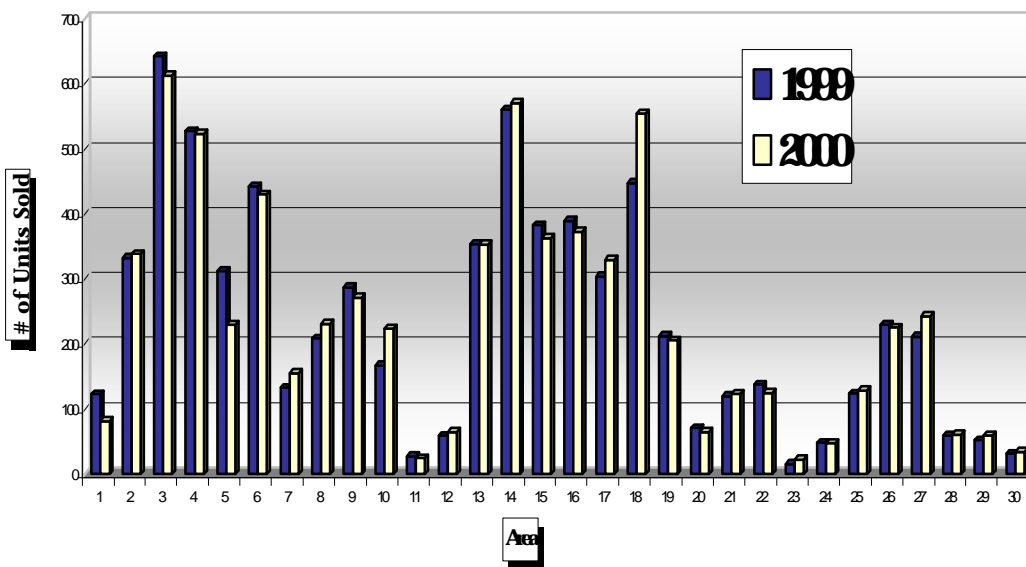
The graph on the left shows the housing inventory available per month for the last five years. As you can see we still have a storage of available housing units for sale at this time as compared to previous years.

We typically have over 8,000 housing units for sale going into our selling season, which typically runs from May to August, however, in June of 2000 we had only 6,040 homes for sale. At the end of June, MLS statistics indicated that we were 2% lower in inventory as compared to June 1999.

The chart below illustrates the year-to-date average sales price broken down by the MLS market grid area. Area 10 indicated the highest average price at \$265,091 as of June 2000. This area includes such subdivisions as The Dominion, Crownridge, and other similar custom home developments. Another high value area is zone 18 which includes such developments as Sonterra, Stoneoak, Greystone and others. This area indicated the second highest average price at \$214,025 as of June 2000 which compared to June 1999 average value of \$194,096 shows the largest percentage appreciation by market area of 9%. What's driving this appreciation of this market sector is the continued growth of the "Hill Country" which has and will continue to be one of the fastest growing areas of the city.



**YTD Sales Closed by Area
January-June**

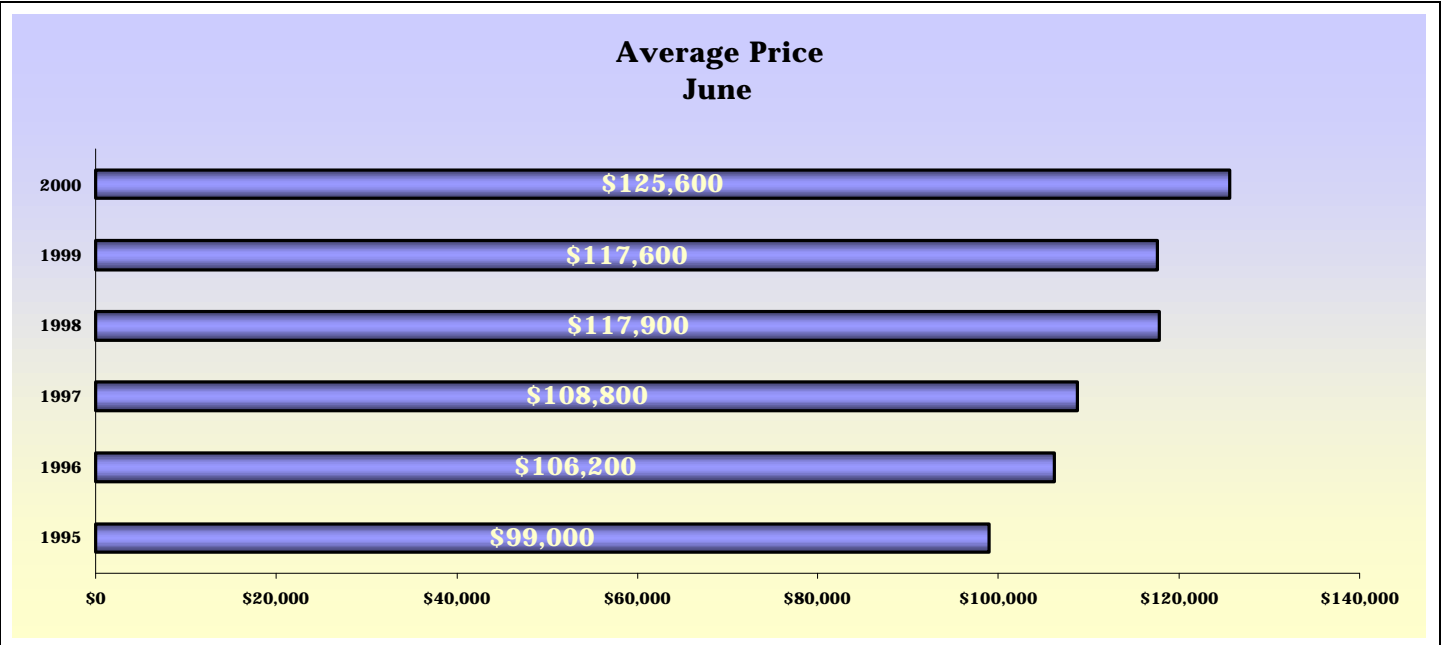
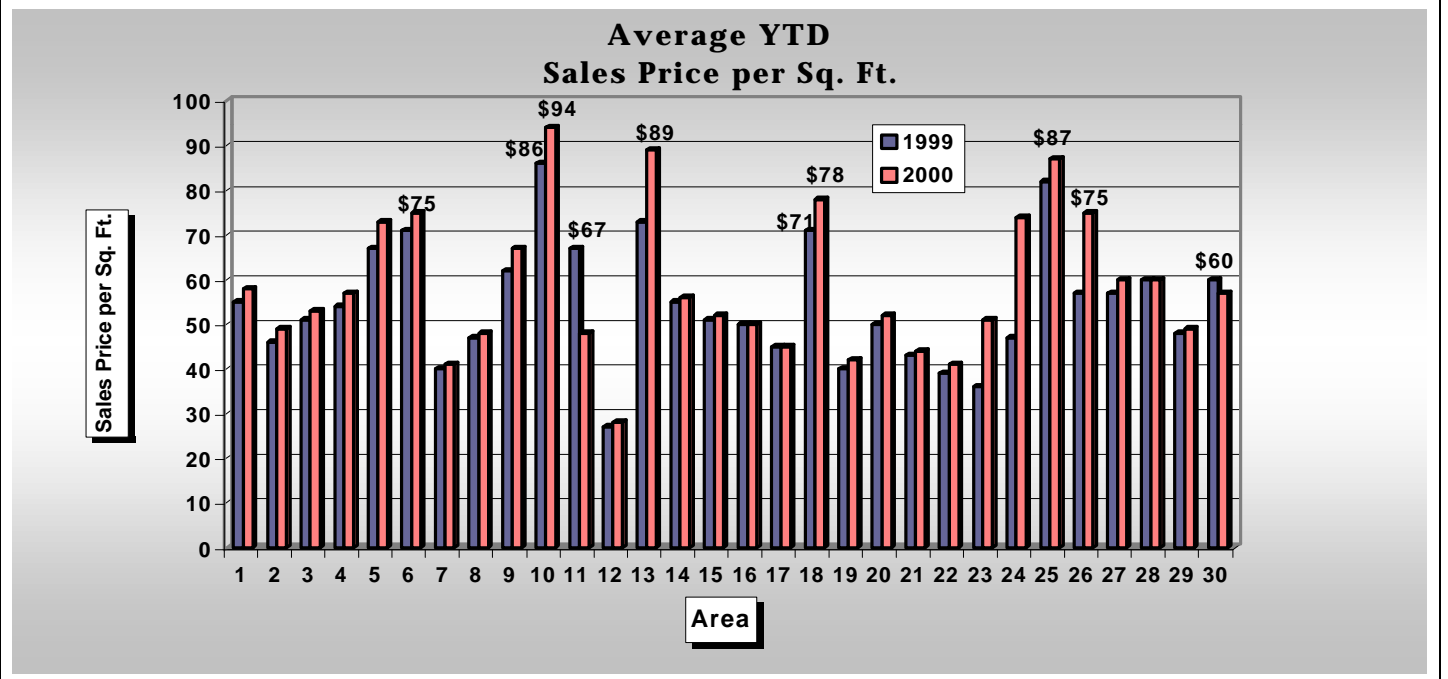


The sales chart shown on the left illustrates the year to date sales by number of "units" closed by area. The area classification is broken down to correspond with the market sectors shown above.

The graph on the left indicates that zone 18 has the highest increase in unit sales, comparing 1999 to 2000. The graph shows a 19 percent increase in the number of units sold in this area of the city. Hence, market appreciation is evident and activity is abundant.

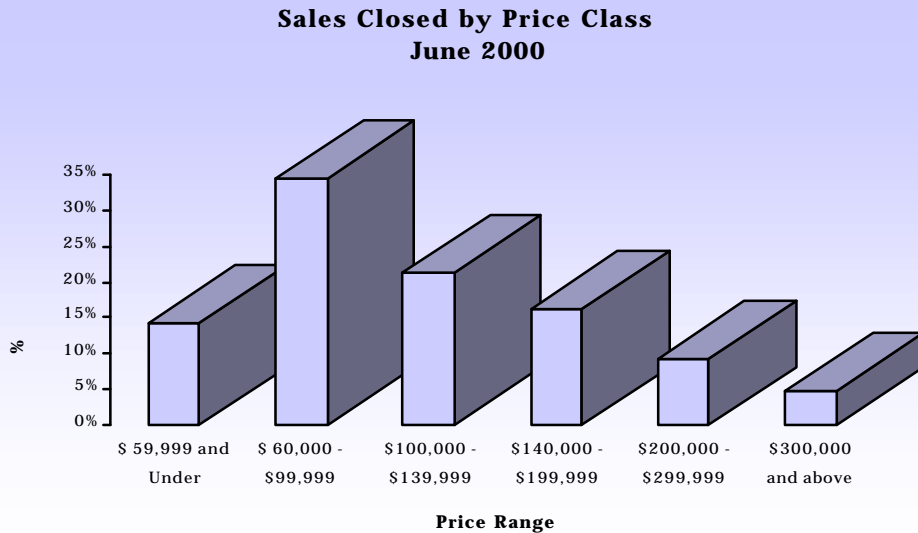
Historically, area 3 has always had the greatest number of sales. However, as of June 2000 a slight decline of 5% is indicated.

This graph demonstrates the MLS area map by price per square foot. The highest average price per square foot for San Antonio as of June 2000 is map area 10 which illustrates an “average” price per square foot of \$94.00, an increase of 9% of June 1999 figures. The second highest increase is shown as map area 13 which includes such neighborhoods as Alamo Heights, Terrell Hills, and Northwood. This area shows a 18% increase in price from years 1999 to 2000. The third highest price per square foot area is not even located in Bexar County but rather in Kendall County which is zone 25 with an average price per square foot of \$87.00.



The chart above demonstrates the appreciating market for the city. The graph shows the average sales price for the entire San Antonio market and indicates that we have had 21% increase in price since 1995 to 2000. The average sales price is not to be mistaken for the median price which as of June 2000 is indicating \$99,500, a 5% increase from last year.

The chart below illustrates the sales volume by price class for the San Antonio market. Historically, the price class from \$60,000 to \$99,999 has always shown the largest percentage of MLS home sales. However, this market segment has shown a decline in volume over the past several years as the market has been appreciating as a whole. The price class from \$100,000 to \$139,999 and the price class from \$140,000 to \$199,999 have shown a dramatic increase in units sold this year. The upper price classes continues to be stable with 3 to 7% of the market share of sales.



Our Services Include

Free Appraisal Seminar

Is Bexar County Appraisal District square footage correct?

NO! So what can you do about it?

In the contract under "7-D2", what really constitutes lender required repairs?

How to make adjustments for quality, square footage, lot location, and more.

Builder Consulting

Feasibility analysis of new developments (demographic studies, etc.).

Floor Plan and Amenity Package review and comparison analysis.

Statistical Analysis on lot pricing, lot absorption and square footage estimation.

Third party realtor and homeowner surveys and questionnaires.

Free Technical Support

"Ask an Appraiser" - Have a question regarding pricing, reports or just need help?

Need a plat map, flood plain map for your listing presentation.

Research and assistance with difficult property issues - i.e. high power lines, foundation failure, traffic noise, garage conversion, etc.



Call us for more information

Michael E. Reyna & Associates, Inc.

601 Embassy Oaks, Suite 100 San Antonio, Texas 78216

210-829-7864 Fax 210-829-0384

Get Market Trends Reports Online

<http://www.mra-appraisal.com>