

# 2007 San Antonio Housing Forecast

January 10, 2007



Tom Patterson, 2007 Chairman of the Board  
SAN ANTONIO BOARD OF REALTORS®

# 2006



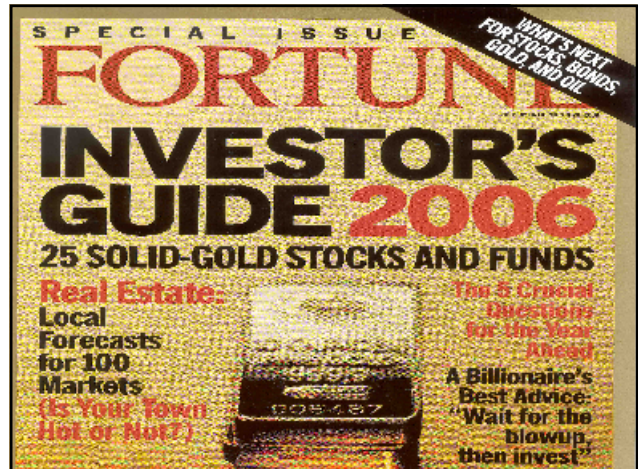
San Antonio Express-News

**New home construction in S.A.  
continues at a torrid pace**

Rising Market in  
**HIGH-END  
HOMES**

**Boutique  
hotel chain  
picks S.A.**

**ECONOMY:** Good conditions in San Antonio  
are helping to drive the state's economy

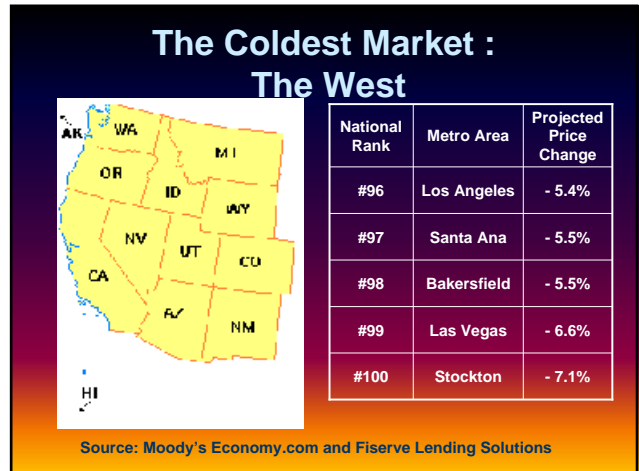
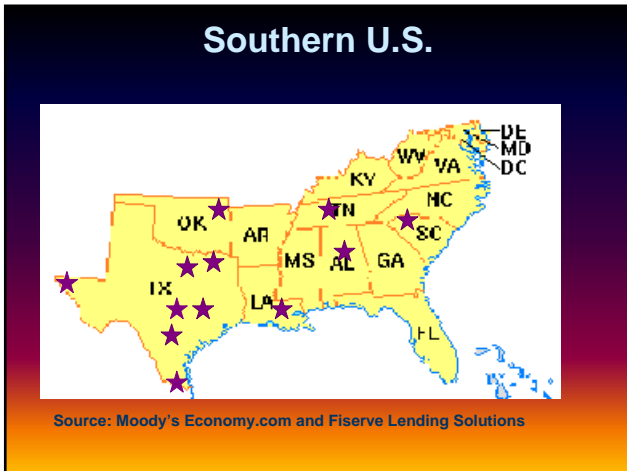




### Texas Forecast

National Rank	Metro Area	Projected Price Change		Median home price
		2007	2008	
1	McAllen-Mission, TX	8.5%	9.8%	\$69,660
2	El Paso, TX	7.1%	4.4%	\$124,410
<b>6</b>	<b>San Antonio, TX</b>	<b>4.8%</b>	<b>3.5%</b>	<b>\$141,900</b>
9	Fort Worth / Arlington, TX	4.4%	3.8%	\$127,470
12	Houston, TX	4.1%	3.1%	\$149,720
13	Austin, TX	4.1%	2.8%	\$171,250
14	Dallas - Irving, TX	4.1%	3.9%	\$161,210

Source: Fortune Magazine, December 25, 2006



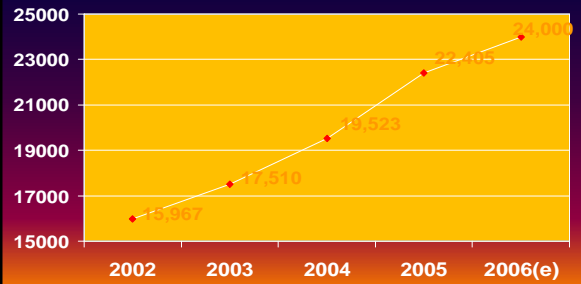
## More declining markets :

National Rank	Metro Area	Projected Price Change
#72	Boston, MA	- 1.7%
#74	New York City	- 2.0%
#89	Washington, D.C.	- 3.8%
#91	Fort Lauderdale, FL	- 4.3%
#95	Miami, FL	- 4.9%

Source: Moody's Economy.com and Fiserve Lending Solutions



## Number of Sales



Source: San Antonio Board of REALTORS® MLS

## Increase in sales

6.6% Increase from 2005 to 2006  
33% increase from 2002 to 2006



Source: San Antonio Board of REALTORS® MLS

## Average Price Appreciation

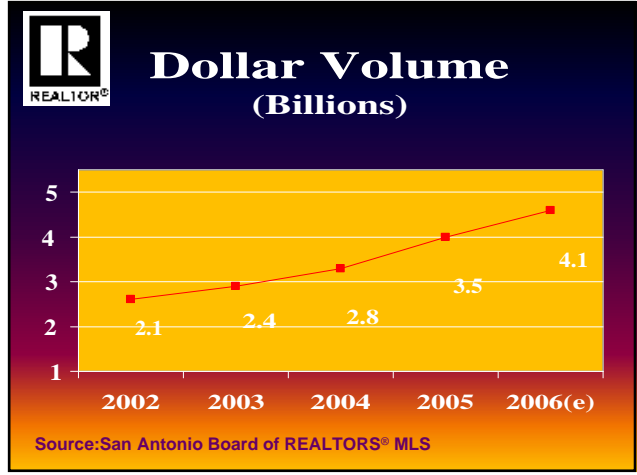
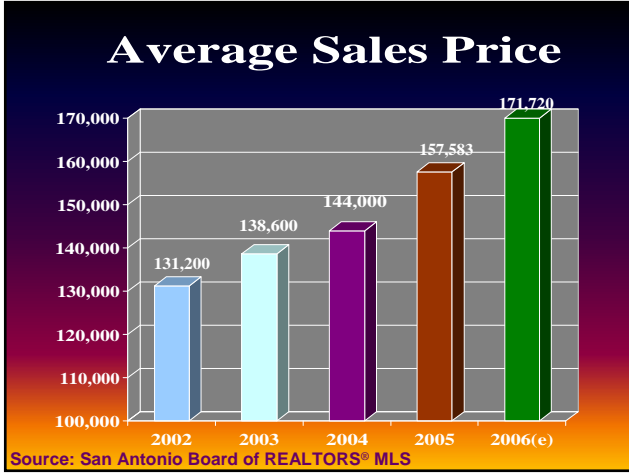


**\$171,720**  
UP 9%



**Median Price**  
**\$141,900**  
UP 7%

Source: San Antonio Board of REALTORS® MLS



### Economic Factors

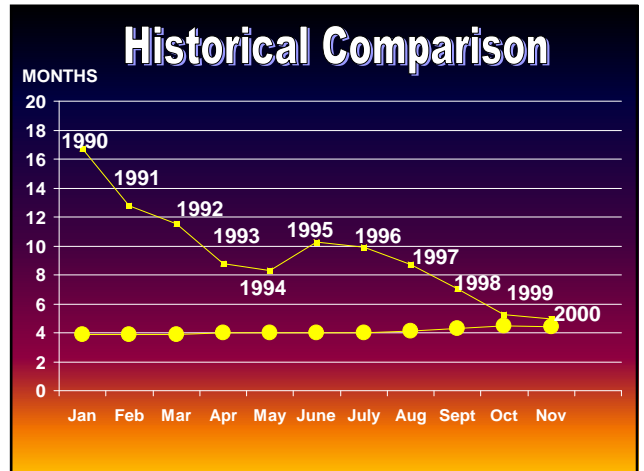
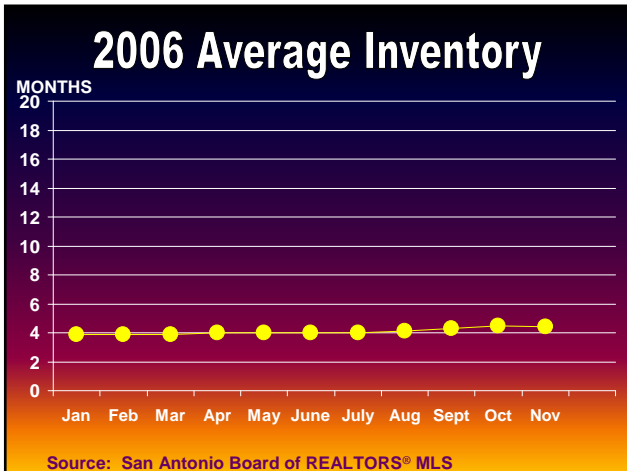
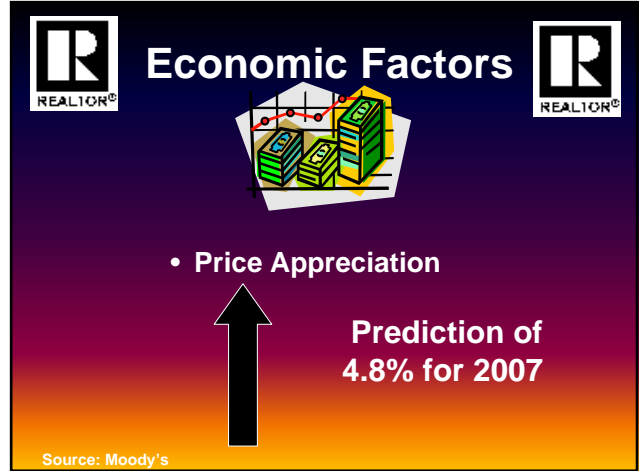
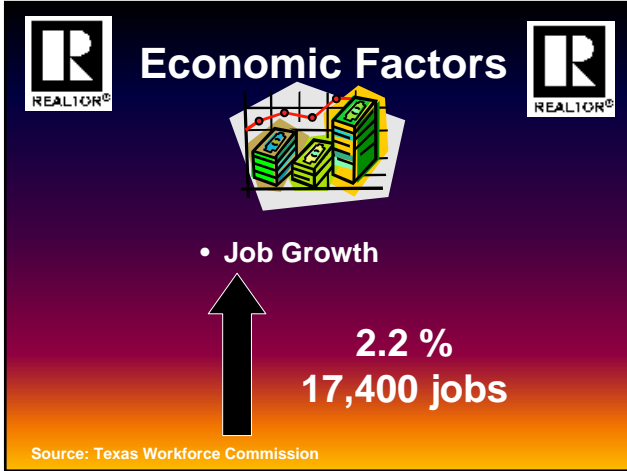
- Affordable interest rates

	2005	2006	2007(e)
30-year FRM	5.9%	6.5%	6.7%
1-year ARM	4.5%	5.6%	5.6%

### Economic Factors

76% Fixed Rate Mortgages  
 + 24% Adjustable Rate Mortgages  
 100% of Consumers

Source: Mortgage Bankers Association

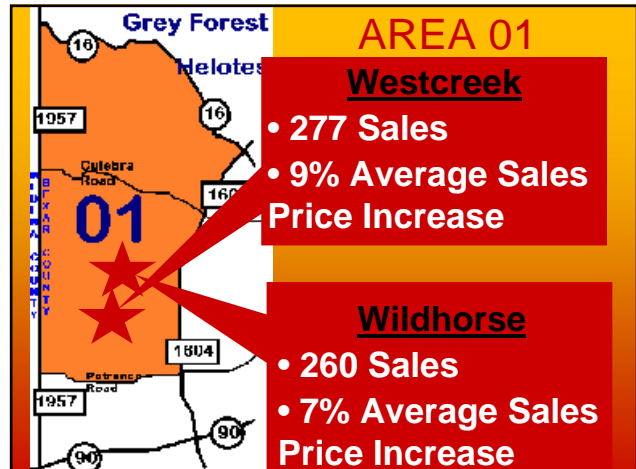


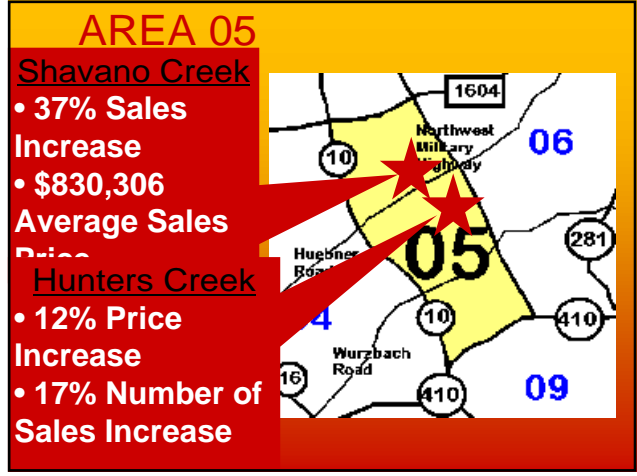
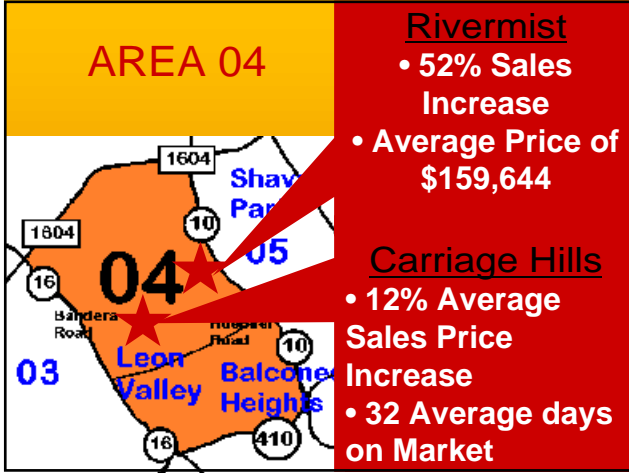
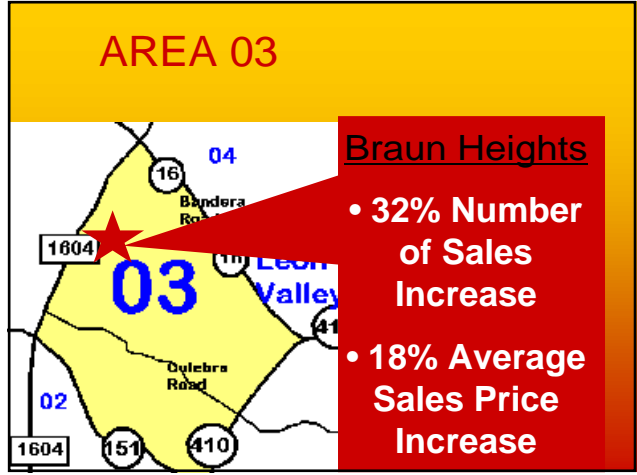
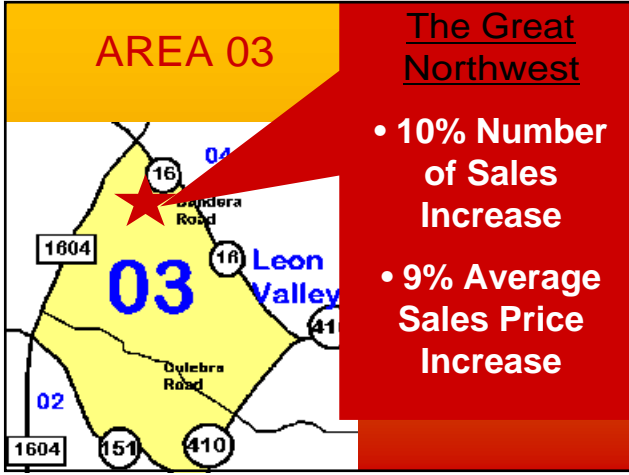
## Price Distribution

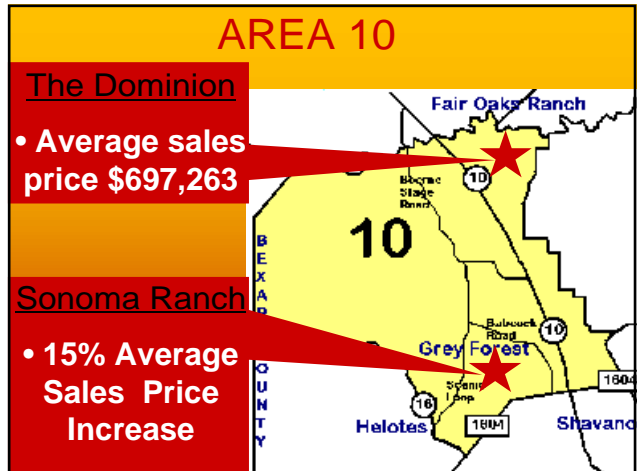
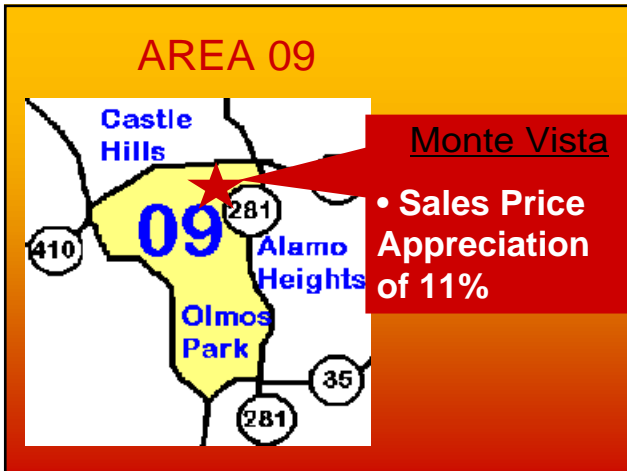
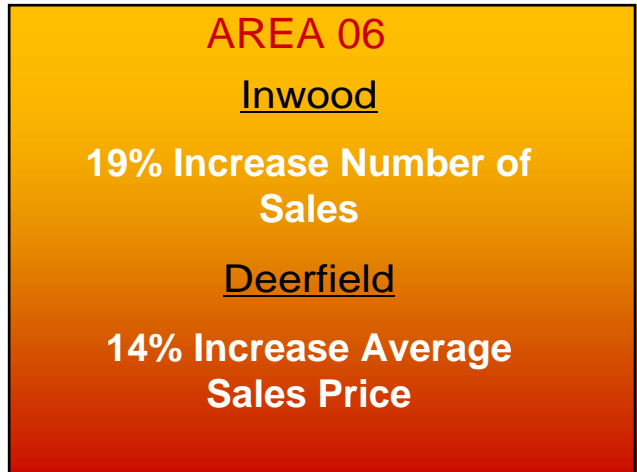
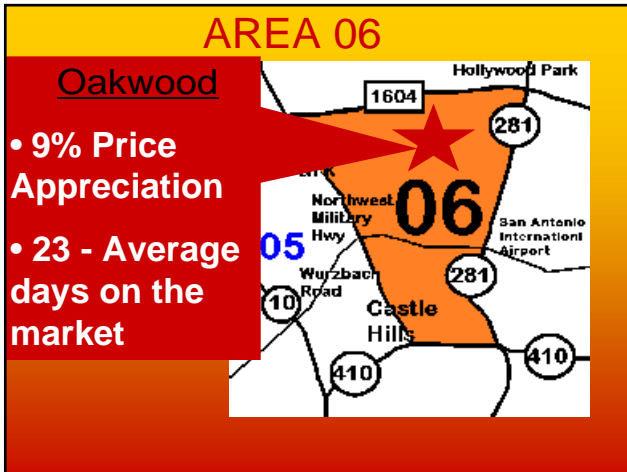
Price Class	Sales Prior 12 months	% Distribution	% Change Year Ago
\$100,000 to \$109,999	1,159	4.4%	-1%
\$110,000 to \$119,999	1,475	<b>7.4%</b>	1%
\$120,000 to \$129,999	1,619	<b>7.8%</b>	3%
\$130,000 to \$139,999	1,566	<b>6.5%</b>	2%
\$140,000 to \$149,999	1,455	<b>6.7%</b>	10%
\$150,000 to \$159,999	1,338	4.9%	14%
\$160,000 to \$169,999	1,222	5.1%	22%
\$170,000 to \$179,999	993	4.6%	24%
\$180,000 to \$189,999	754	3.5%	15%
\$190,000 to \$199,999	713	2.5%	32%
<b>\$200,000 to \$249,999</b>	<b>2,235</b>	<b>10.0%</b>	<b>23%</b>
\$250,000 to \$299,999	1,357	5.1%	23%
\$300,000 to \$399,999	1,293	3.7%	37%
\$400,000 to \$499,999	522	1.9%	30%

Price Class	Sales Prior 12 Months	% Distribution	% Change Year Ago
\$400,000 to \$499,999	522	1.9%	30%
\$500,000 to \$599,999	243	1.1%	31%
\$600,000 to \$699,999	142	0.8%	78%
\$700,000 to \$799,999	81	0.4%	45%
\$800,000 to \$899,999	61	0.4%	79%
\$900,000 to \$999,999	18	0.0%	- 5.0%
\$1,000,000 and more	52	0.3%	18%

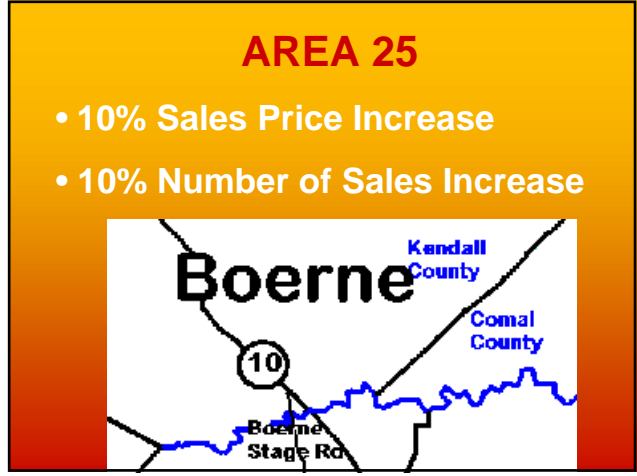
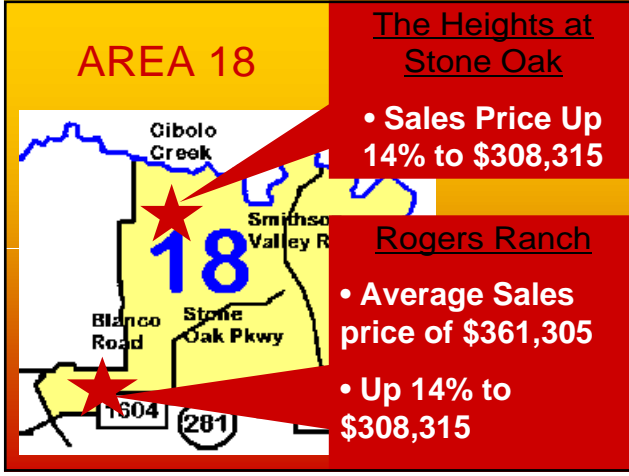
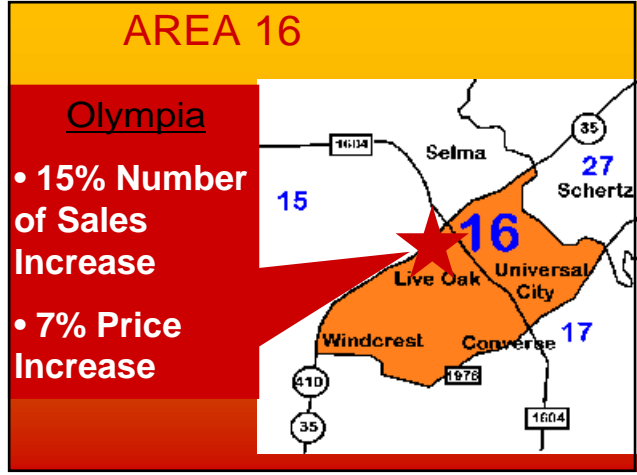
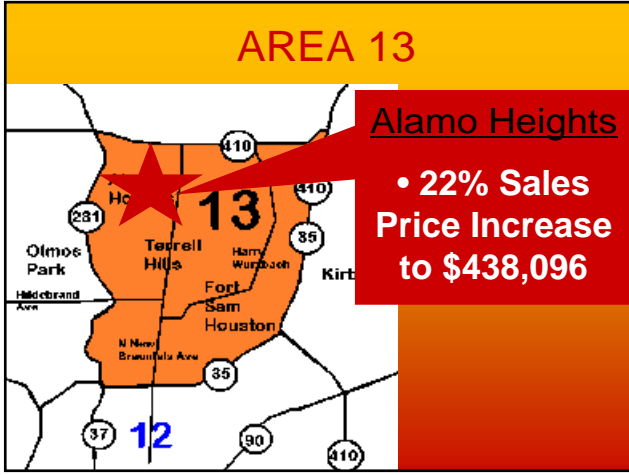
# Hot Spots

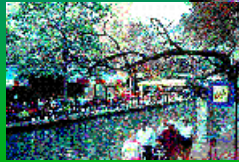
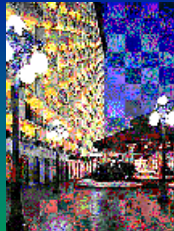












- 180 existing downtown condos
- 900+ units proposed or under construction

Source: PKF Consulting Company



- 1,800 apartments
- 1,400 units proposed
- average rent could rise to **\$1.45 per square foot**

Source: PKF Consulting Company

## Alteza Condominiums



- Located on the new Grand Hyatt Hotel
- Starts in \$400,000 range

## La Cascada

- Located on the River Walk
- 12 Story complex
- Prices start in the \$500,000 range
- Only 15 units remaining



## Piazza San Lorenzo

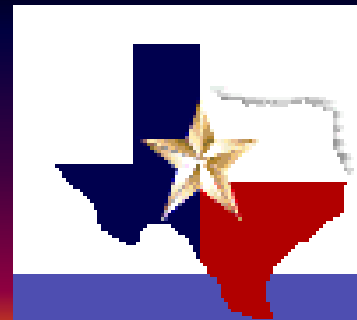
- Located on Houston Street
- Prices range from \$635,000 to \$2.2 million



## Vidorra

- Prices range from \$278,000 to \$1.2 million
- St Paul's Square

- 122 Condos
- 15 Townhouses
- 3 penthouses





- \$19.4 billion in economic activity
- \$163 million local tax revenue



## 80<sup>th</sup> Texas Legislature

### Business Activity Tax

- Low-rate business tax
- Broad-based business tax



## 80<sup>th</sup> Texas Legislature

### Appraisal Caps

- Support Current 10% Cap
- Further Property Tax Reduction



## 80<sup>th</sup> Texas Legislature

### Mandatory Sales Price Disclosure

- Opposes legislative efforts to require sales price disclosure



**SABOR**  
SAN ANTONIO  
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