

# Real Estate Market Overview 2008

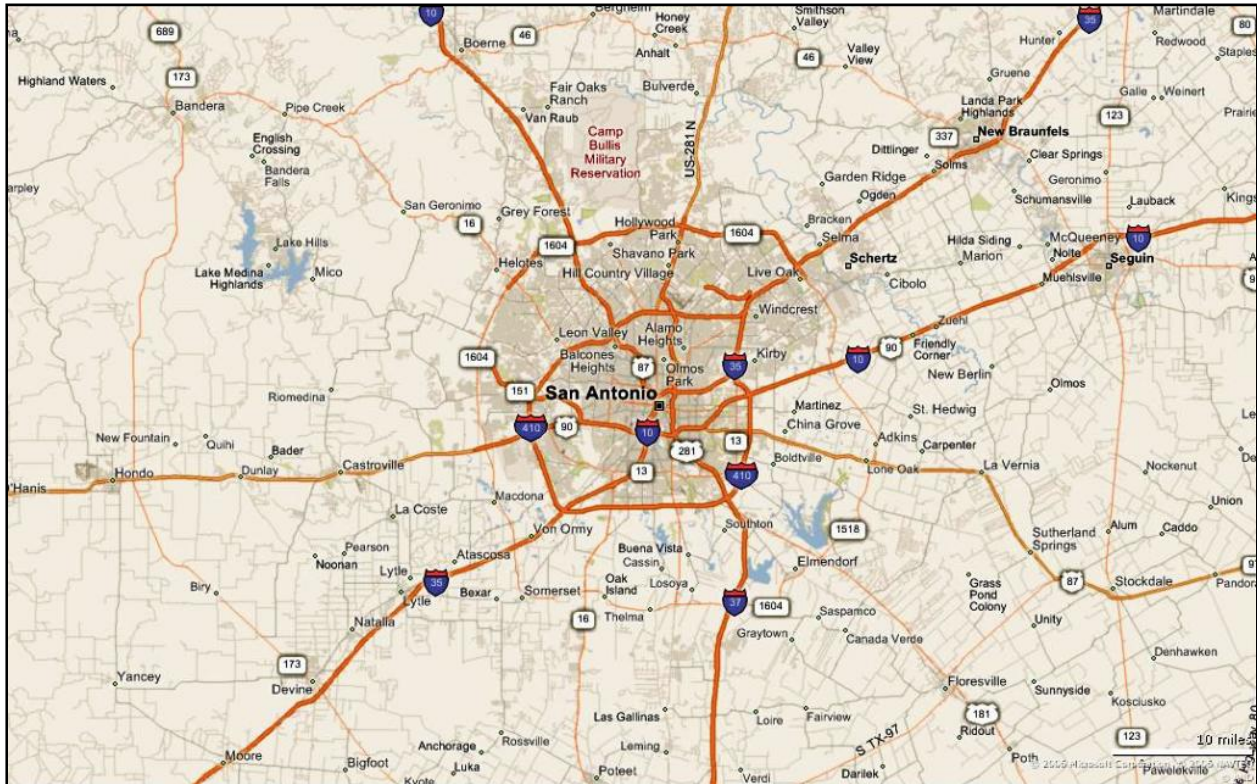
## San Antonio

Once a small settlement founded by Spanish missionaries in the early 1700s, San Antonio is now the seventh largest city in the United States and is located in South Central Texas in the I-35 corridor, the fastest growing region of the state. The city offers proximity to other major Texas population centers and is midway between the nation's east and west coasts. San Antonio, the most visited city in Texas, is anchored by three key industries: health care-biomedical, tourism and the military.

Quick Facts	
<b>Land Area</b>	7,340.45 square miles
<b>2007 Population Density</b>	271.2 people per square mile
<b>Counties</b>	Atascosa, Bandera, Bexar, Comal, Guadalupe, Kendall, Medina, Wilson
Area Cities and Towns	
Bandera, Boerne, Castroville, Comfort, Converse, Devine, Floresville, Hondo, Lakehills, Leon Valley, Live Oak, Lytle, New Braunfels, San Antonio, Seguin, Universal City	

\*This report's MSA data reflects either 1999 or 2003 MSA definitions based on data availability. Use of 1999 definition is noted where applicable.

**Source: U.S. Census Bureau and Real Estate Center at Texas A&M University**



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# Metropolitan Statistical Areas (MSAs)



- |                                |                              |
|--------------------------------|------------------------------|
| 1. Abilene                     | 14. Lubbock                  |
| 2. Amarillo                    | 15. McAllen-Edinburg-Mission |
| 3. Austin-Round Rock           | 16. Midland                  |
| 4. Beaumont-Port Arthur        | 17. Odessa                   |
| 5. Brownsville-Harlingen       | 18. San Angelo               |
| 6. College Station-Bryan       | 19. San Antonio              |
| 7. Corpus Christi              | 20. Sherman-Denison          |
| 8. Dallas-Fort Worth-Arlington | 21. Texarkana                |
| 9. El Paso                     | 22. Tyler                    |
| 10. Houston-Sugar Land-Baytown | 23. Victoria                 |
| 11. Killeen-Temple-Fort Hood   | 24. Waco                     |
| 12. Laredo                     | 25. Wichita Falls            |
| 13. Longview                   |                              |

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## San Antonio Market Overview 2008 Demographics

### San Antonio MSA Population\*

Year	Population	Percent Change
1996	1,599,427	-
1997	1,628,676	1.8
1998	1,659,847	1.9
1999	1,689,009	1.8
2000	1,711,703	1.3
2001	1,745,833	2.0
2002	1,781,107	2.0
2003	1,815,379	1.9
2004	1,852,508	2.0
2005	1,889,797	2.0
2006	1,942,217	2.8
2007	1,990,675	2.5

\* July 1 population estimates

Source: U.S. Census Bureau

### County Population\* Growth

County	1997	2007	Growth 1997-2007 (in percent)
Atascosa	35,650	43,589	22.3
Bandera	15,252	20,197	32.4
Bexar	1,340,235	1,594,493	19.0
Comal	69,957	105,187	50.4
Guadalupe	80,084	112,777	40.8
Kendall	21,256	31,342	47.5
Medina	36,644	43,826	19.6
Wilson	29,598	39,264	32.7

\* July 1 population estimates

Source: U.S. Census Bureau

### Area Cities With 10,000 or More Residents

City	1990 Population	2000 Population	Growth 1990 - 2000 (in percent)
Converse	8,887	11,508	29.5
New Braunfels	27,334	36,494	33.5
San Antonio	935,933	1,114,646	19.1
Schertz	10,555	18,694	77.1
Seguin	18,853	22,011	16.8
Universal City	13,057	14,849	13.7

Source: U.S. Census Bureau

## Texas Metropolitan Area Population\* Change

Metropolitan Area	1997	2007	Percent Change
Austin-Round Rock	1,111,264	1,598,161	43.8
McAllen-Edinburg-Mission	519,903	710,514	36.7
Laredo	177,140	233,152	31.6
Dallas-Fort Worth-Arlington	4,770,420	6,145,037	28.8
Houston-Sugar Land-Baytown	4,427,401	5,628,101	27.1
Brownsville-Harlingen	318,281	387,210	21.7
<b>San Antonio</b>	<b>1,628,676</b>	<b>1,990,675</b>	<b>22.2</b>
<b>Texas</b>	<b>19,740,317</b>	<b>23,904,380</b>	<b>21.1</b>
Tyler	168,531	198,705	17.9
Sherman-Denison	105,122	118,675	12.9
El Paso	665,066	734,669	10.5
College Station-Bryan	176,098	203,371	15.5
Amarillo	219,752	242,240	10.2
Killeen-Temple-Fort Hood	321,821	370,008	15.0
Waco	207,991	228,123	9.7
Midland	116,826	126,408	8.2
Longview	192,139	203,611	6.0
Lubbock	247,658	267,211	7.9
Texarkana	128,258	134,215	4.6
Victoria	109,417	113,797	4.0
Odessa	121,749	129,570	6.4
Corpus Christi	402,504	414,376	2.9
San Angelo	105,261	108,085	2.7
Abilene	157,405	159,343	1.2
Beaumont-Port Arthur	381,675	376,241	-1.4
Wichita Falls	151,480	148,148	-2.2

\* July 1 population estimates

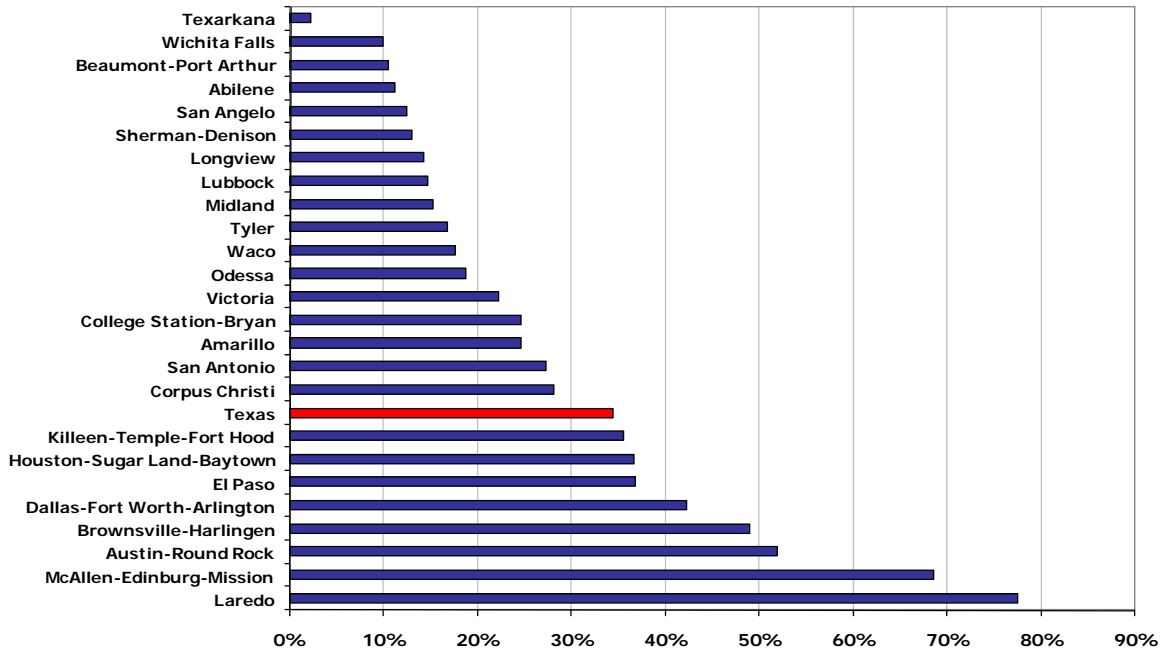
Source: U.S. Census Bureau

## San Antonio MSA Projected Population

Year	Texas State Data Center (Scenario 0.5)	Texas Water Development Board
2000	1,711,703	1,711,703
2005	1,833,252	-
2010	1,952,482	2,053,382
2015	2,068,511	-
2020	2,178,130	2,405,053
2025	2,278,399	-
2030	2,368,499	2,741,694
2035	2,446,493	-
2040	2,512,021	3,029,300

Sources: Texas State Data Center (2006 projection) and Texas Water Development Board (2006 projection)

**Texas Metropolitan Area  
Population Growth Forecast, 2000 - 2020**



Source: Texas State Data Center – Scenario 0.5 (2006 projection)

**Household Composition**

	San Antonio MSA	Texas
Average household size (2000)	2.78	2.74
Population younger than 18 (2000, in percent)	28.3	28.2
Population 65 and older (2000, in percent)	10.7	9.9

Source: U.S. Census Bureau (1999 definition)

**Distribution by Race and Hispanic or Latino Origin, 2000 (in percent)**

	San Antonio MSA	Texas
White	70.6	71.0
Black	6.6	11.5
Asian	1.5	2.7
American Indian	0.8	0.6
Other	16.9	11.7
Two or more races*	3.5	2.5
Hispanic (of any race)	51.2	32.0

Source: U.S. Census Bureau (1999 definition)



## Texas Migration Patterns 2007

Data is based on Atlas Van Lines Interstate and Cross-Border Household Goods Moves per calendar year. Atlas analyzes data in January on the origins and destinations of the company's interstate moves during the prior 12 months.

Year	Inbound / Outbound	
■ 2007	8,831	6,665
■ 2006	9,714	6,812
■ 2005	9,525	7,210
■ 2004	8,644	7,442
■ 2003	8,075	6,920
■ 2002	7,723	6,778
■ 2001	9,030	7,584
■ 2000	10,063	8,659
■ 1999	8,718	7,945
■ 1998	10,075	7,965

Source: Atlas Van Lines Jan-2008

<http://www.atlasworldgroup.com/migration/>

## San Antonio Market Overview 2008 Education

**Educational Attainment, Persons Age 25 and Older, 2000**  
(in percent)

County	High school graduate	Some college, no degree	Associate's degree	Bachelor's degree	Master's degree	Doctorate degree
Atascosa	32.0	18.6	4.1	6.9	2.7	0.1
Bandera	31.9	27.3	6.1	13.6	4.0	0.8
Bexar	24.3	23.9	6.0	14.3	5.6	0.8
Comal	28.4	24.1	5.1	17.5	6.4	0.5
Guadalupe	30.1	22.9	6.0	13.1	4.6	0.6
Kendall	23.1	26.3	4.7	20.6	7.3	1.0
Medina	33.4	21.1	4.4	9.3	3.1	0.4
Wilson	34.0	21.2	5.7	9.9	2.3	0.2
<b>Texas</b>	<b>24.8</b>	<b>22.4</b>	<b>5.2</b>	<b>15.6</b>	<b>5.2</b>	<b>0.8</b>

Source: U.S. Census Bureau

**Educational Level, Persons Age 25 and Older (in percent)**

Level of Education	San Antonio MSA	Texas
High School Graduate or Higher	77.3	79.2
Bachelor's Degree or Higher	22.4	23.9

Source: U.S. Census Bureau 2000 (1999 definition)

**Local College and University Enrollment, Fall Semester**

School	2003	2004	2005	2006	2007
Alamo CCD NE Lakeview College	0	0	0	0	98
Alamo CCD NW Vista College	7,929	8,809	9,151	9,807	10,627
Alamo CCD Palo Alto College	7,727	7,960	8,065	8,036	8,021
Alamo CCD San Antonio College	22,109	22,141	21,555	21,750	21,439
Alamo CCD St. Philips College	9,880	10,575	10,187	9,895	9,844
Our Lady of the Lake University	3,245	3,025	2,872	2,783	2,608
St. Mary's University	3,964	3,931	3,774	3,798	3,869
Trinity University	2,648	2,639	2,674	2,594	2,581
U. of Texas at San Antonio	24,665	26,175	27,291	28,379	28,533
University of the Incarnate Word	4,333	4,698	5,031	5,388	5,698

Source: Texas Higher Education Coordinating Board

## San Antonio Market Overview 2008 Employment

### Top Ten Employers

Employer	Sector	Employees
Lackland Air Force Base	Military	40,540
Fort Sam Houston	Military	25,018
Randolph Air Force Base	Military	15,492
H-E-B Food Stores	Grocery	14,588
USAA*	Insurance	13,500
Northside I.S.D.	Education	11,315
City of San Antonio	Government	9,813
North East I.S.D.	Education	8,358
San Antonio I.S.D.	Education	8,000
AT&T*	Telecommunications	6,000

\*2008 figure.

Source: San Antonio Economic Development Foundation Jan-2007

### Top Ten Private Employers

Employer	Sector	Employees
H-E-B Food Stores*	Grocery	14,588
USAA	Insurance	13,500
AT&T	Telecommunications	6,000
Southwest Research Institute	Applied research	2,674
Valero Energy Corporation	Energy Services	2,074
Kinetic Concepts, Inc. (KCI)*	Specialty medical products	2,047
Frost Bank*	Banking service	1,912
Rackspace	IT managed hosting solutions	1,400
Cardwell Kitchen & Bath Cabinetry	Custom wood cabinets mfrs.	1,100
Zachry Construction Company*	General Contractors	1,000

\*2007 figure.

Source: San Antonio Economic Development Foundation Jan-2008

**San Antonio MSA  
Nonfarm Employment**

Year	Employment	Percent Change
1997	684,400	-
1998	705,500	3.1
1999	727,500	3.1
2000	745,200	2.4
2001	753,300	1.1
2002	754,100	0.1
2003	751,400	-0.4
2004	760,000	1.1
2005	779,900	2.6
2006	811,300	4.0
2007	832,400	2.6

Source: Texas Workforce Commission and Real Estate Center at Texas A&M University

**Employment Growth by Industry**

	San Antonio MSA	Texas
Employment Growth 2007 (Percent Change)	2.6	3.0
Unemployment Rate 2007 (Percent Change)	4.1	4.3
Net Job Change in 2007	21,100	305,900
<b>2007 Employment Growth by Sector (Percent Change)</b>		
Natural Resources and Mining and Construction	4.1	7.5
Manufacturing	1.0	0.9
Trade, Transportation, and Utilities	4.6	2.9
Information	5.9	-0.7
Financial Activities	1.6	3.0
Professional and Business Services	0.4	5.3
Educational and Health Services	1.9	3.1
Leisure and Hospitality	3.7	3.9
Government	2.4	0.9

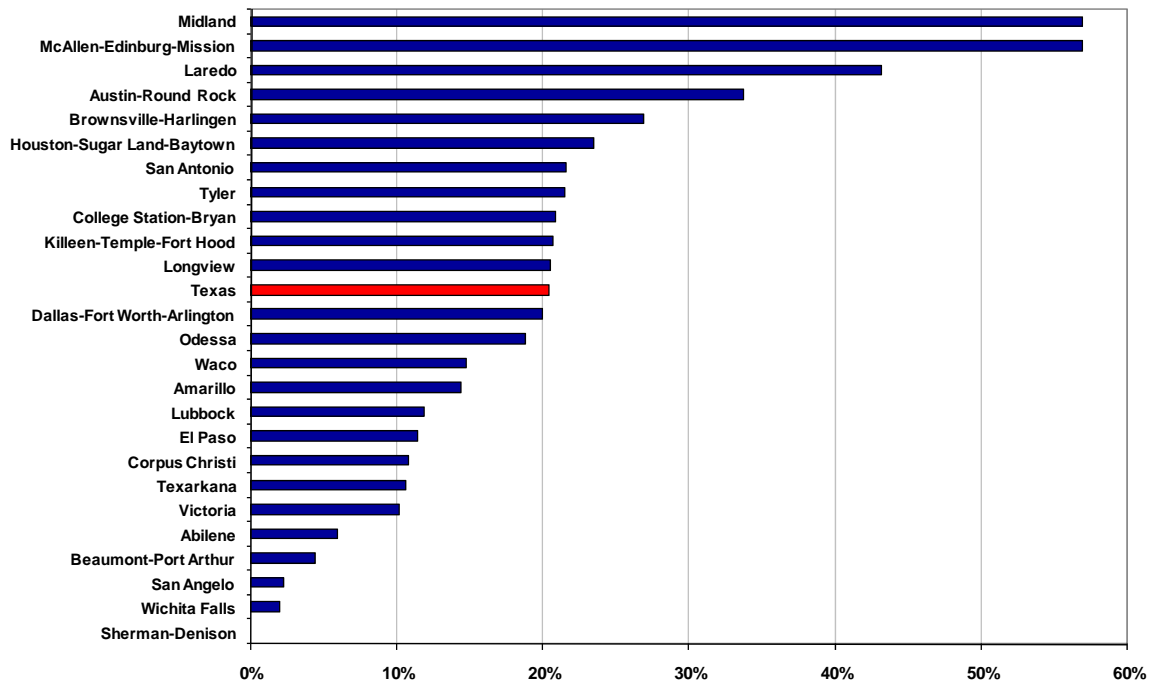
Source: Texas Workforce Commission and Real Estate Center at Texas A&M University

## Texas Metropolitan Area Nonfarm Employment Change

Metropolitan Area	1997	2007	Percent Change
Sherman-Denison	43,900	43,800	-0.2
Wichita Falls	61,300	62,500	2.0
San Angelo	43,900	44,900	2.3
Beaumont-Port Arthur	157,400	164,300	4.4
Abilene	62,000	65,700	6.0
Victoria	46,200	50,900	10.2
Texarkana	50,800	56,200	10.6
Corpus Christi	158,800	176,000	10.8
El Paso	243,100	270,900	11.4
Lubbock	114,900	128,500	11.8
Amarillo	97,800	111,900	14.4
Waco	94,800	108,800	14.8
Odessa	50,000	59,400	18.8
Dallas-Fort Worth-Arlington	2,452,900	2,941,700	19.9
<b>Texas</b>	<b>8,608,500</b>	<b>10,359,200</b>	<b>20.3</b>
Longview	79,500	95,800	20.5
Killeen-Temple-Fort Hood	100,600	121,400	20.7
College Station-Bryan	74,600	90,200	20.9
Tyler	76,900	93,400	21.5
<b>San Antonio</b>	<b>684,400</b>	<b>832,400</b>	<b>21.6</b>
Houston-Sugar Land-Baytown	2,064,400	2,549,600	23.5
Brownsville-Harlingen	97,400	123,600	26.9
Austin-Round Rock	566,300	757,300	33.7
Laredo	60,200	86,200	43.2
McAllen-Edinburg-Mission	133,900	210,200	57.0
Midland	133,900	210,200	57.0

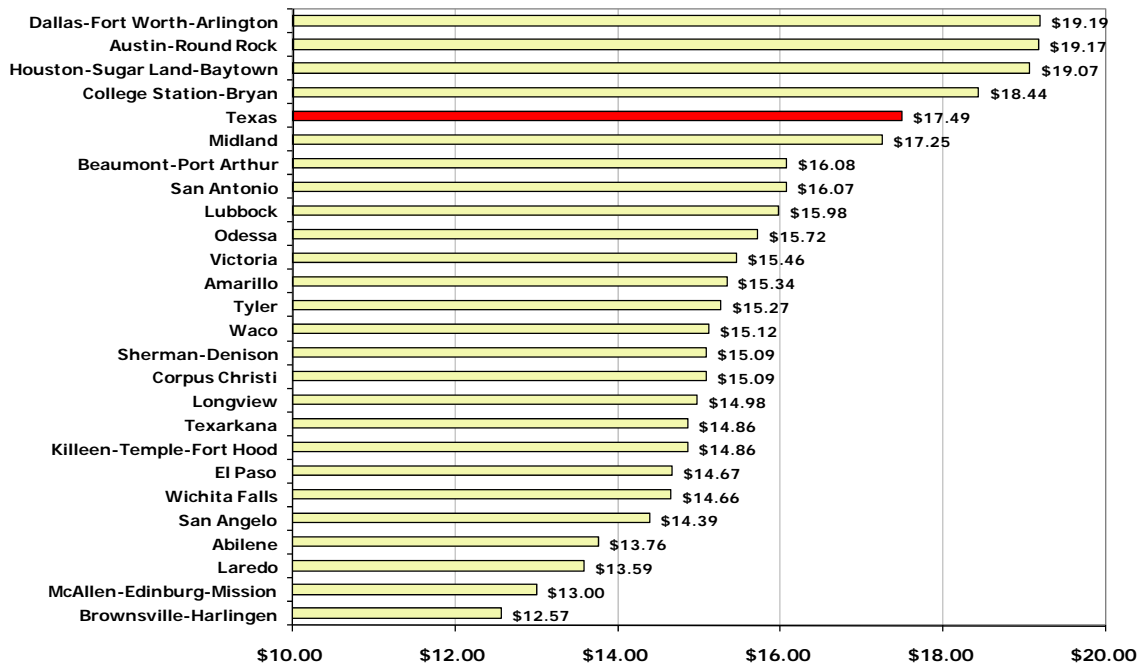
Source: Texas Workforce Commission and Real Estate Center at Texas A&M University

Metropolitan Area Nonfarm Employment Change  
1997-2007



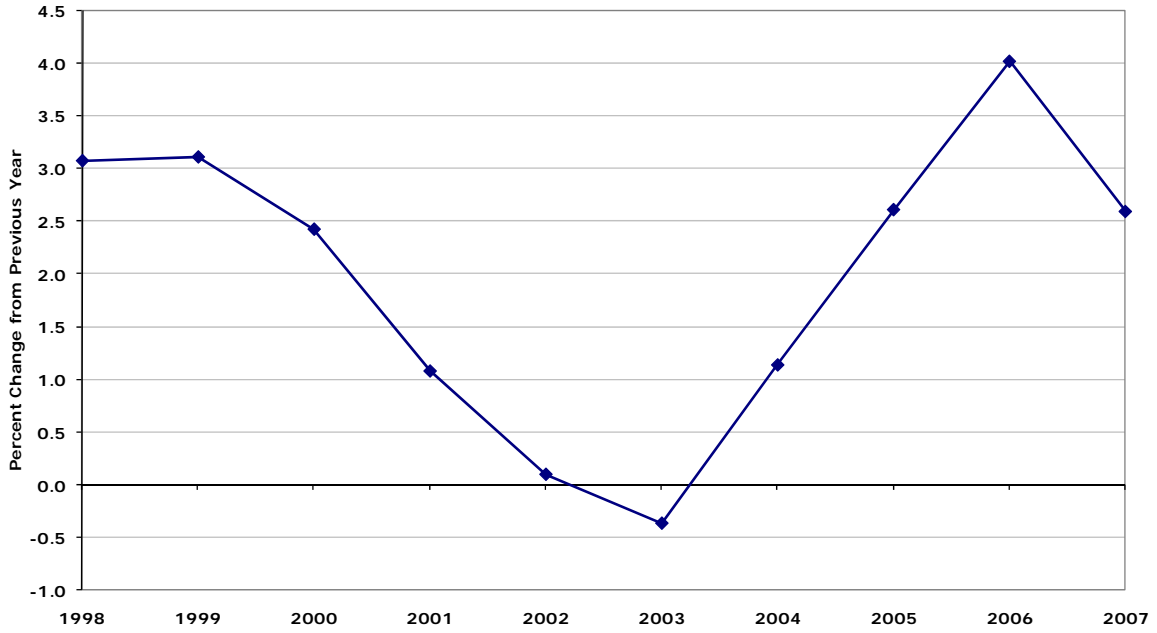
Source: Texas Workforce Commission and Real Estate Center at Texas A&M University

Average Hourly Wage  
2006



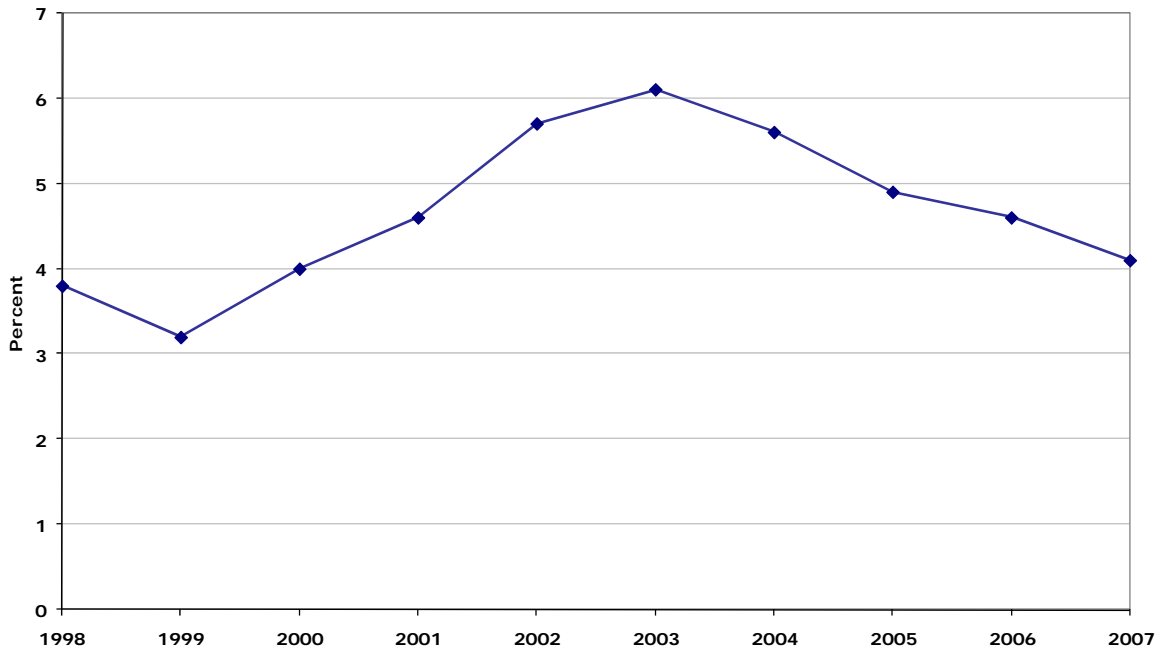
Source: Texas Workforce Commission

Nonfarm Employment Growth  
San Antonio MSA



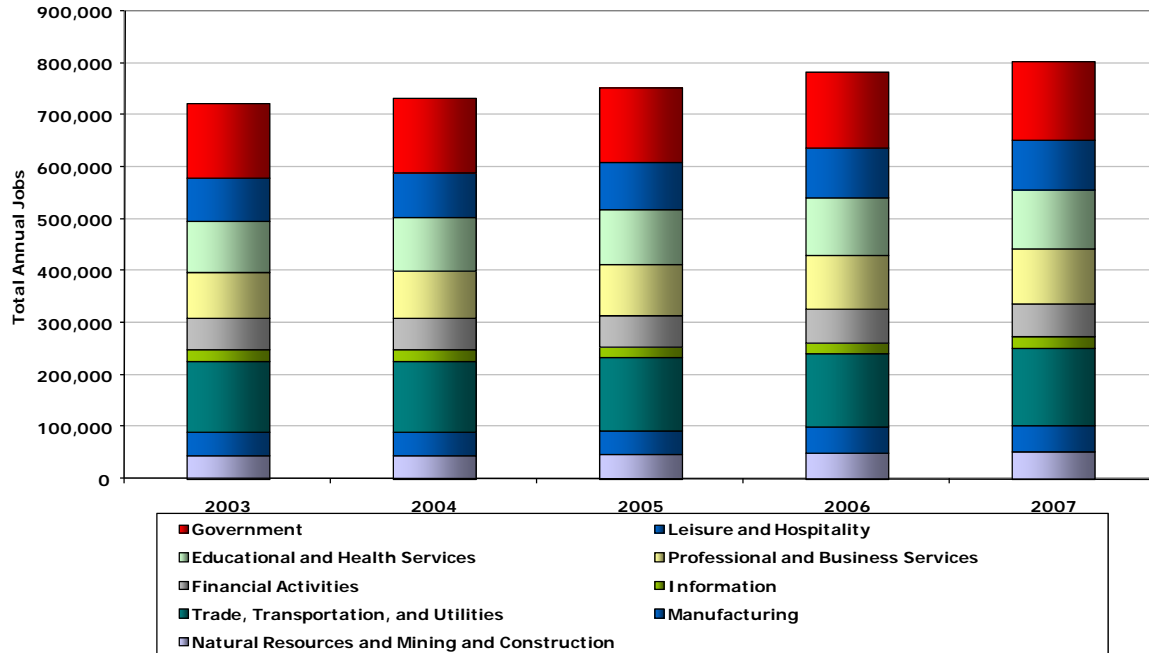
Source: Texas Workforce Commission and Real Estate Center at Texas A&M University

San Antonio MSA  
Unemployment Rate



Source: Texas Workforce Commission and Real Estate Center at Texas A&M University

Distribution of Employment in Major Categories  
San Antonio MSA



Source: Texas Workforce Commission and Real Estate Center at Texas A&M University

# San Antonio Market Overview 2008

## Economy

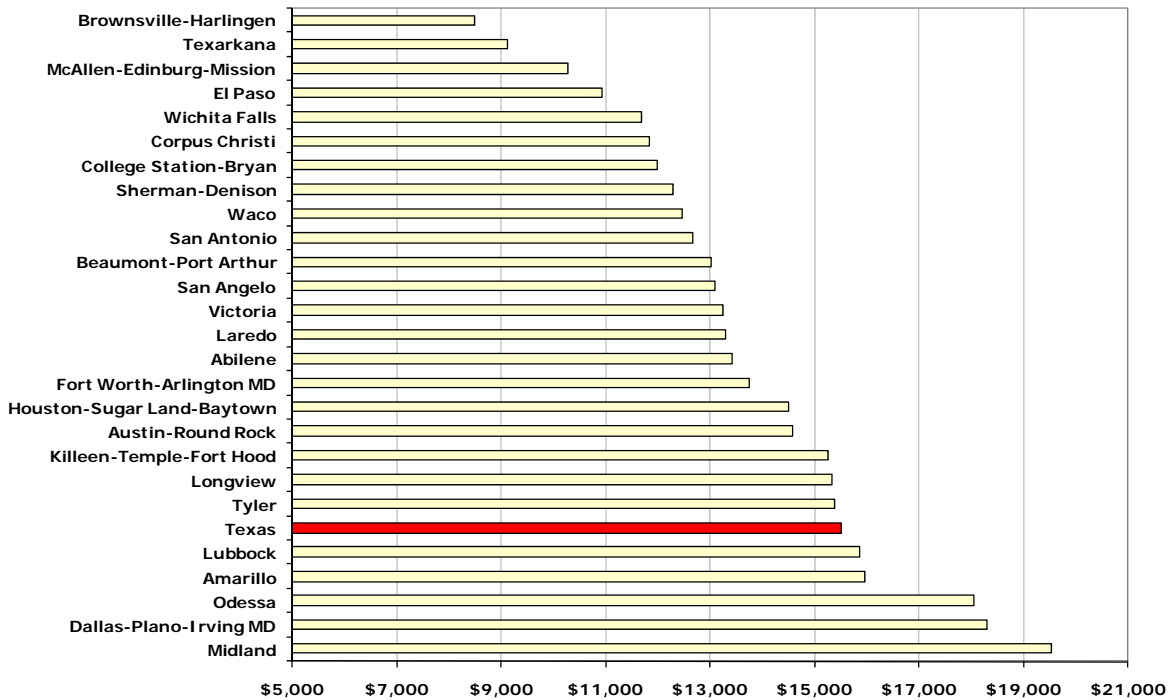
**San Antonio MSA Gross Retail Sales**

Year	Total Sales	Sales per Capita
1996	\$17,219,666,379	\$10,766
1997	\$16,389,766,946	\$10,063
1998	\$17,165,885,853	\$10,342
1999	\$21,313,523,563	\$12,619
2000	\$22,613,839,000	\$13,211
2001	\$23,676,079,762	\$13,561
2002	\$18,406,593,781	\$10,334
2003	\$20,619,348,192	\$11,358
2004	\$22,094,683,257	\$11,927
2005	\$23,282,561,100	\$12,320
2006	\$24,612,809,970	\$12,673
State Average 2006:		\$15,527

\* 2007 data not available as of January 2008.

Source: Texas Comptroller's Office

**Gross Retail Sales per Capita  
2006**



Source: Texas Comptroller's Office

## San Antonio Market Overview 2008 Infrastructure

### San Antonio Airline Boardings

Airport	2003	2004	2005	2006	2007
San Antonio International Airport					
Enplaned	3,250,911	3,498,972	3,708,351	4,002,903	4,009,776
Deplaned	3,285,385	3,500,200	3,717,632	4,029,033	4,023,538
<b>Total</b>	<b>6,536,296</b>	<b>6,999,172</b>	<b>7,425,983</b>	<b>8,031,936</b>	<b>8,033,314</b>

Source: San Antonio International Airport

### Airport Domestic Cargo Statistics (in pounds)

Airport	2003	2004	2005	2006	2007
San Antonio International Airport	79,357,043	78,212,386	79,508,937	89,739,219	93,144,241

Source: San Antonio International Airport

# San Antonio Market Overview 2008

## Multifamily

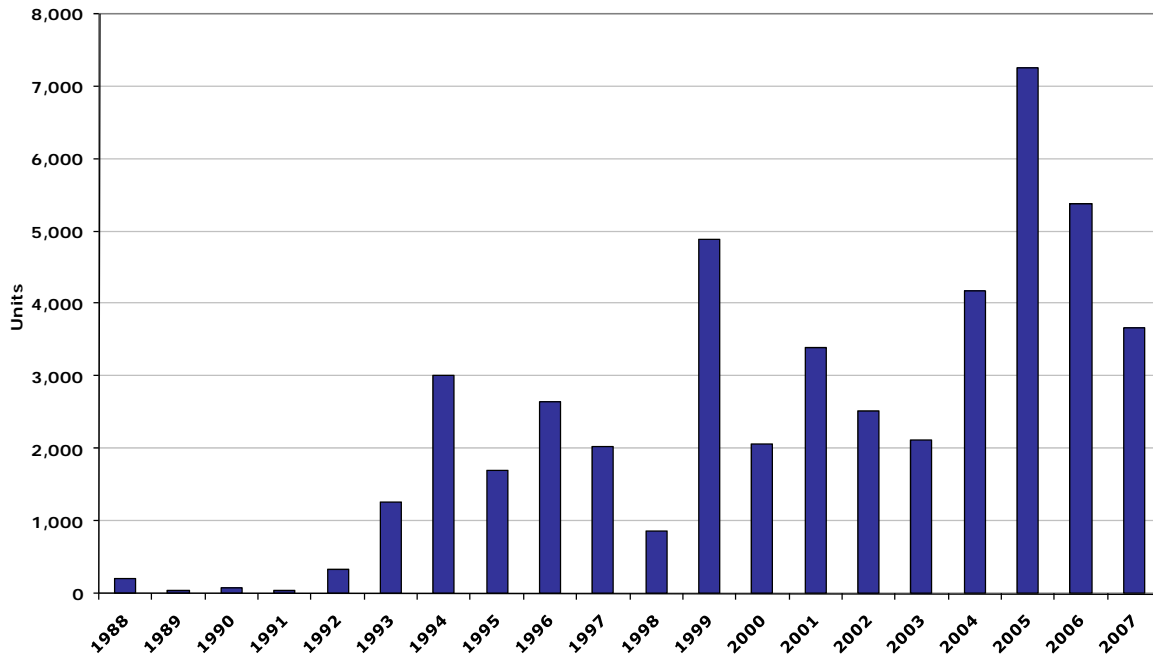
**San Antonio Apartment Statistics 2007**

	San Antonio	Texas Metro Average
Average rent per square foot	\$0.80	\$0.80
Average rent for units built since 2000	\$0.87	\$0.89
Average occupancy	92.9%	92.8%
Average occupancy for units built since 2000	93.0%	93.8%

Source: Apartment MarketData Research

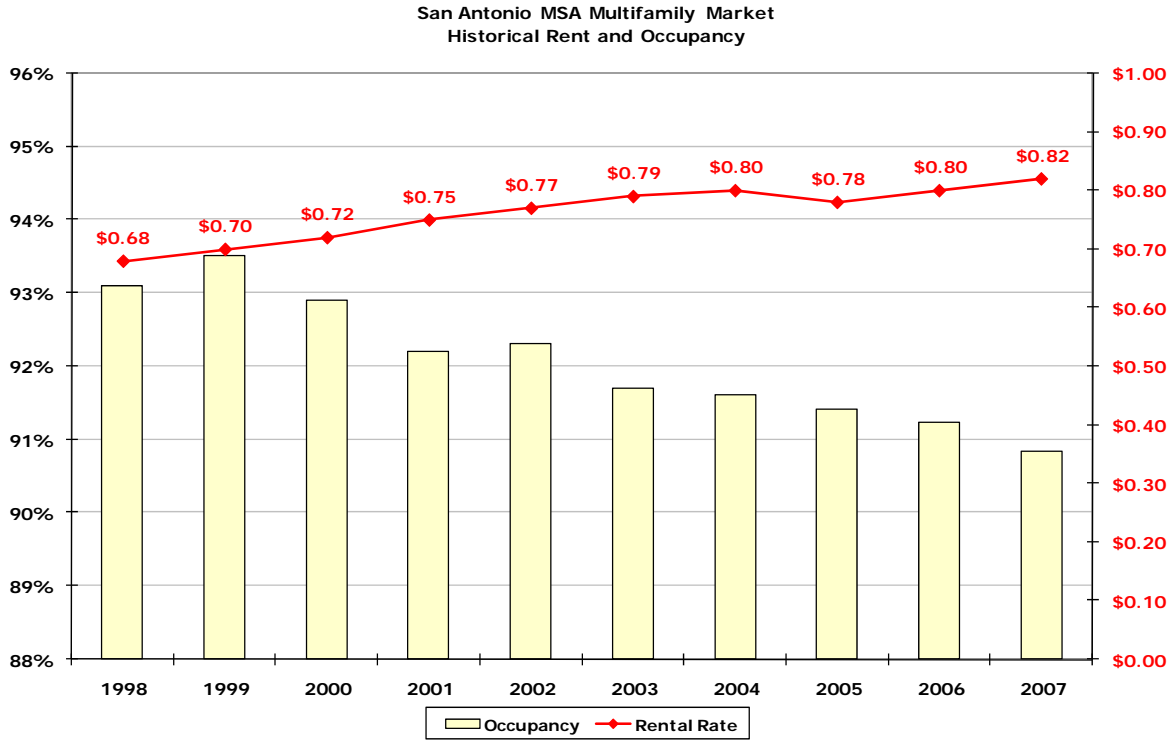
**San Antonio MSA  
Multifamily Building Permits  
5+ Multifamily Building Permits**

1999 MSA definition



Source: U.S. Bureau of Census and Real Estate Center at Texas A&M University

2007 figure is a preliminary number.



Source: Austin Investor Interests [www.apartmenttrends.com](http://www.apartmenttrends.com)

## San Antonio Market Overview 2008 Housing

**2007 Housing Affordability Index**

MLS	2007 Median- Priced Home	Required Income to Qualify	Median Family Income	HAI*	HAI for First-Time Homebuyers**
San Antonio	\$147,800	\$37,265	\$53,700	1.44	1.00
TEXAS	\$147,500	\$36,286	\$52,600	1.45	1.03
United States	\$217,800	\$53,138	\$59,000	1.11	0.63

\* The HAI is the ratio of the median family income to the income required to buy the median-priced house using standard mortgage financing at the current interest rate. Standard financing is a fixed-rate, 30-year loan covering 80 percent of the cost of the home. A HAI of 1.00 indicates that the median family income is exactly equal to the required income to qualify for the standard loan to purchase the median-priced house.

\*\* First-time home buyer is assumed to purchase a home equal to the first quartile home price using a 90% home loan at an interest rate 0.5 percent greater than the standard current rate.

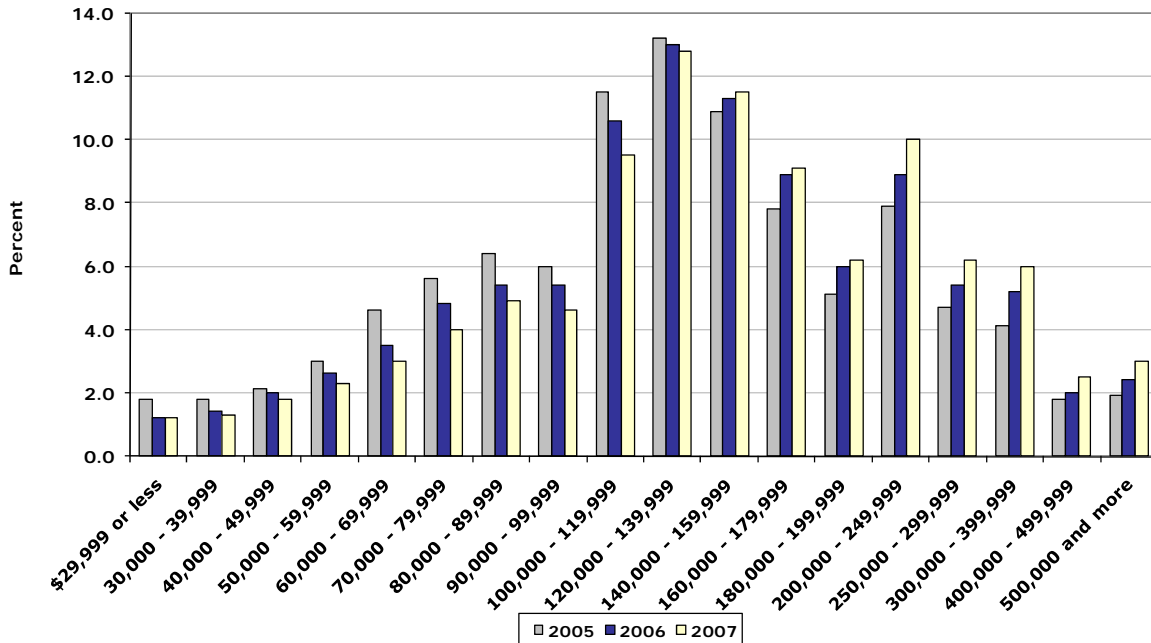
Source: Real Estate Center at Texas A&M University

**Price Distribution of MLS Homes Sold, San Antonio Area (in percent)**

Price Range	2001	2002	2003	2004	2005	2006	2007
\$29,999 or less	2.5	2.6	2.2	2.1	1.8	1.2	1.2
30,000 - 39,999	2.7	2.5	2.5	2.1	1.8	1.4	1.3
40,000 - 49,999	4.0	3.6	3.2	2.5	2.1	2.0	1.8
50,000 - 59,999	6.9	5.8	4.8	3.9	3.0	2.6	2.3
60,000 - 69,999	8.6	7.5	6.5	6.2	4.6	3.5	3.0
70,000 - 79,999	9.1	8.2	7.4	6.8	5.6	4.8	4.0
80,000 - 89,999	9.7	8.8	8.2	7.7	6.4	5.4	4.9
90,000 - 99,999	7.1	7.0	7.1	7.0	6.0	5.4	4.6
100,000 - 119,999	11.0	11.7	11.6	12.0	11.5	10.6	9.5
120,000 - 139,999	10.3	10.8	11.9	12.0	13.2	13.0	12.8
140,000 - 159,999	6.9	7.6	7.8	8.7	10.9	11.3	11.5
160,000 - 179,999	5.3	5.9	6.2	6.4	7.8	8.9	9.1
180,000 - 199,999	3.6	3.8	4.1	4.6	5.1	6.0	6.2
200,000 - 249,999	4.9	5.8	6.7	7.2	7.9	8.9	10.0
250,000 - 299,999	2.8	3.2	4.0	4.2	4.7	5.4	6.2
300,000 - 399,999	2.5	2.9	3.5	3.6	4.1	5.2	6.0
400,000 - 499,999	1.0	1.0	1.1	1.3	1.8	2.0	2.5
500,000 and more	1.0	1.2	1.2	1.4	1.9	2.4	3.0

Source: Real Estate Center at Texas A&M University

Price Distribution of MLS Homes Sold  
San Antonio Area



Source: Real Estate Center at Texas A&M University

Property Tax Rates, 2007  
County, Major City, Major School District

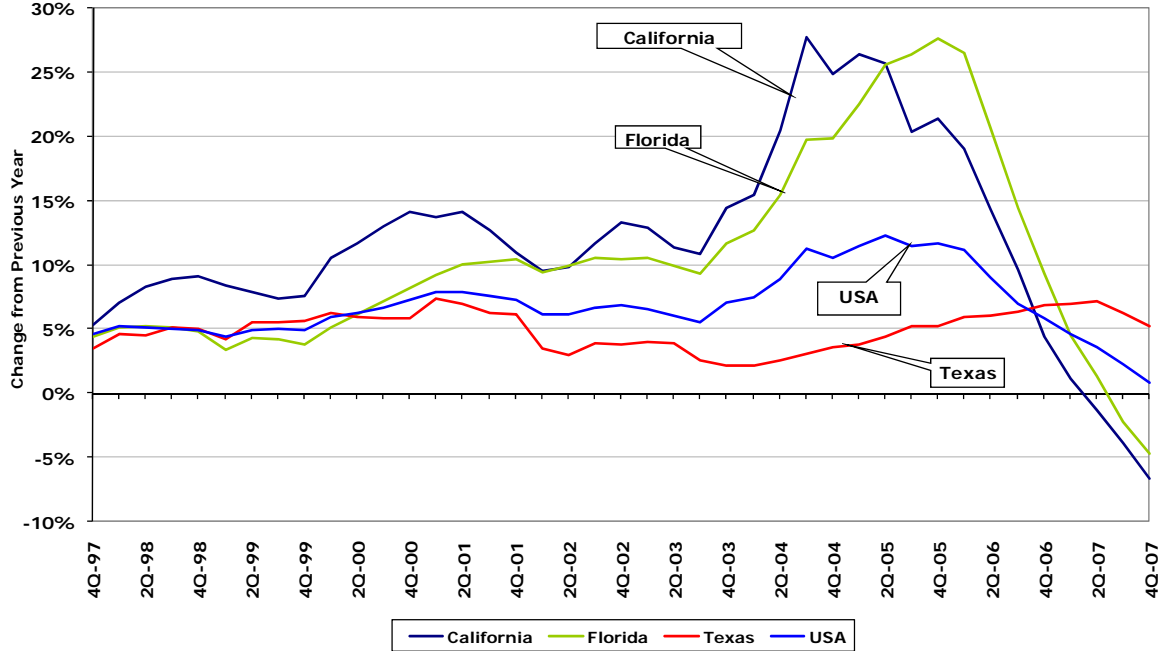
Taxing Entity*	Tax Rate per \$100 Valuation
<b>San Antonio</b>	
City of San Antonio	0.5723
San Antonio ISD	1.2497
Bexar County	0.2951
<b>Total</b>	<b>\$2.12</b>
<b>New Braunfels</b>	
City of New Braunfels	0.4099
New Braunfels ISD	1.3449
Comal County	0.2629
<b>Total</b>	<b>\$2.02</b>
<b>Seguin</b>	
City of Seguin	0.4726
Seguin ISD	1.1600
Guadalupe County	0.3295
<b>Total</b>	<b>\$1.96</b>

\* Only the typical taxing entities are listed. However, there are numerous numbers of taxing entities that need to be taken into account for an actual tax rate calculation.

Source: Bexar, Comal, and Guadalupe County Appraisal Districts

**National Home Price Appreciation**

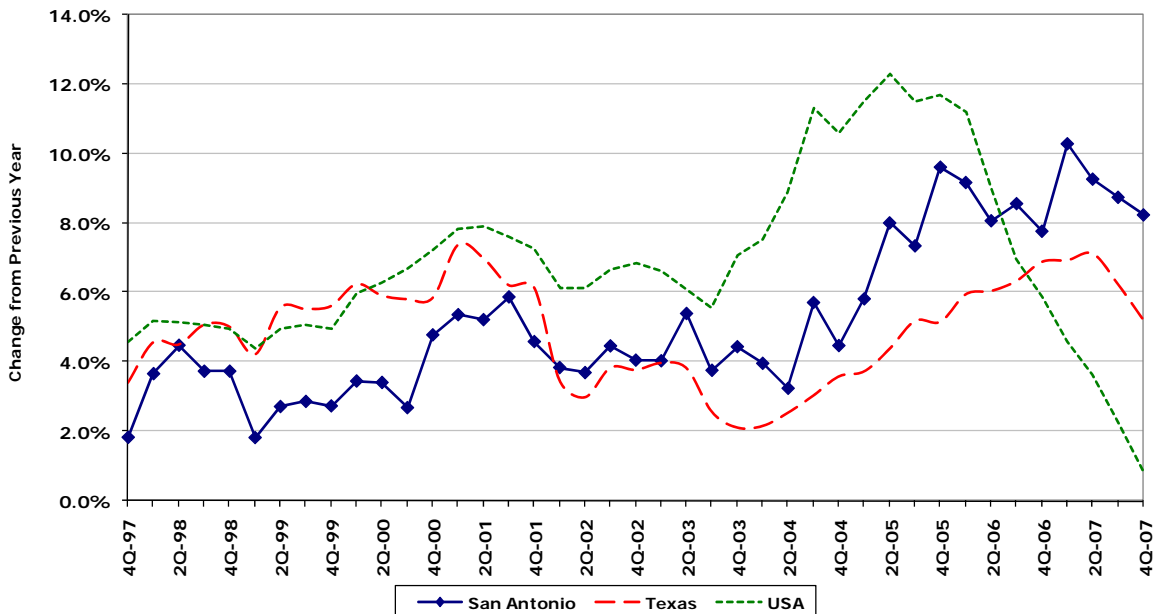
The HPI for each geographic area is estimated using repeated observations of housing values for individual single-family residential properties on which at least two mortgages were originated and subsequently purchased by either Freddie Mac or Fannie Mae.



Source: Office of Federal Housing Enterprise Oversight

**Home Price Appreciation  
San Antonio MSA**

The HPI for each geographic area is estimated using repeated observations of housing values for individual single-family residential properties on which at least two mortgages were originated and subsequently purchased by either Freddie Mac or Fannie Mae.

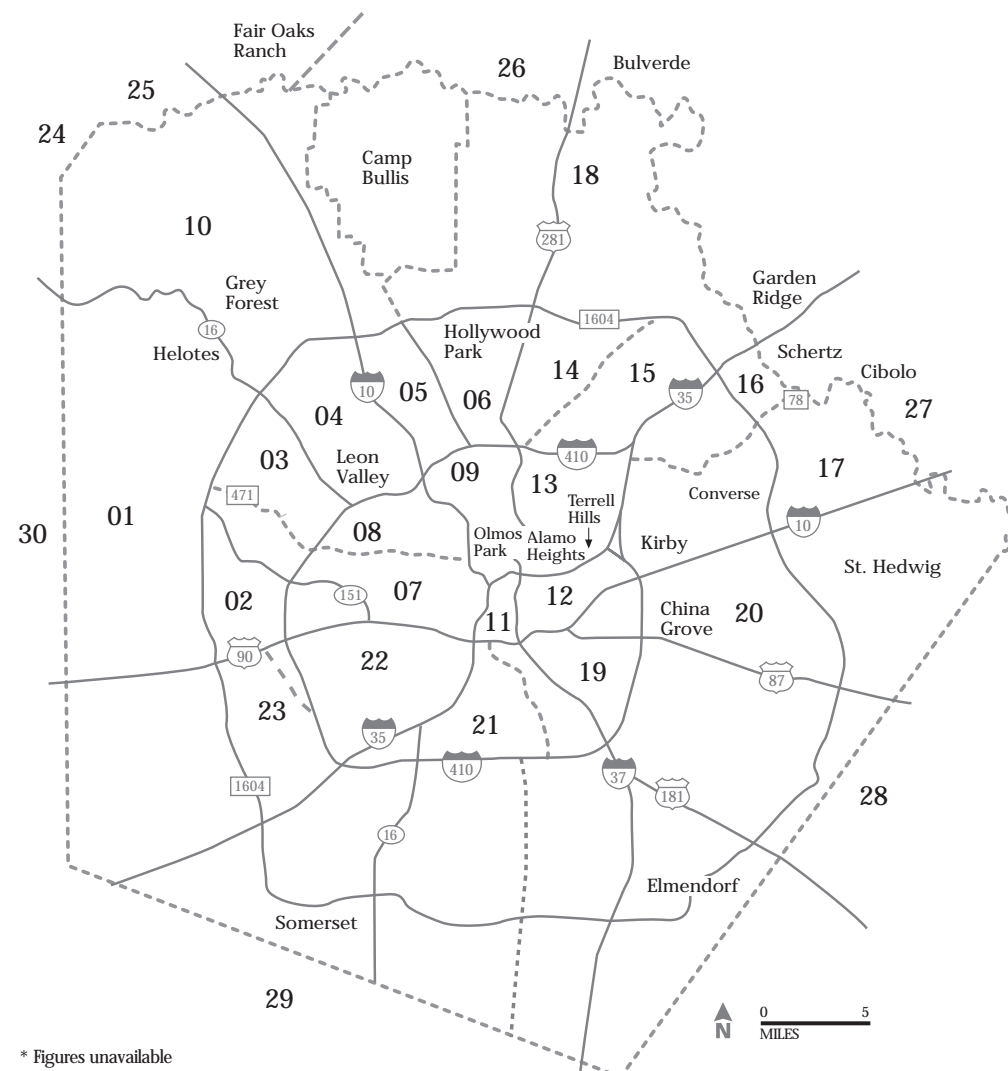


Source: Office of Federal Housing Enterprise Oversight

# August San Antonio-area home sales statistics

This is the most recent sales information available from the San Antonio Board of Realtors MLS. Each area's statistics cover a broad region, and specific numbers will vary from neighborhood to neighborhood. Also, some factors can skew figures for median sales price or price per square foot. For example, if a builder begins selling new homes in a previously undeveloped area, prices can rise quickly. The sale of a large property can have the opposite effect, substantially reducing the price per square foot.

Area	Year	Sales	Median sales price	Sales price per sq. foot	New listings	Active listings	Pending sales	Days on market
1	2006	111	\$157,500	\$81	166	322	91	41
	2007	123	\$167,300	\$82	210	646	122	70
2	2006	146	\$120,000	\$70	233	359	133	37
	2007	150	\$126,900	\$74	233	632	121	64
3	2006	165	\$121,300	\$73	221	378	132	32
	2007	121	\$130,000	\$75	212	611	101	56
4	2006	114	\$141,500	\$79	171	255	101	35
	2007	125	\$155,000	\$86	198	469	95	41
5	2006	68	\$180,000	\$97	86	153	60	52
	2007	53	\$208,300	\$119	67	189	29	65
6	2006	84	\$245,700	\$105	107	219	71	45
	2007	77	\$242,500	\$110	128	314	57	39
7	2006	52	\$63,800	\$57	101	197	53	71
	2007	63	\$70,600	\$60	114	287	50	62
8	2006	43	\$99,300	\$70	85	161	53	53
	2007	39	\$103,800	\$77	88	241	42	69
9	2006	59	\$102,500	\$87	99	222	52	55
	2007	59	\$119,200	\$114	98	285	32	93
10	2006	95	\$263,800	\$110	123	433	63	69
	2007	78	\$311,800	\$121	147	554	52	85
11	2006	3	\$75,000	\$77	5	25	6	43
	2007	3	\$75,000	\$117	19	64	2	108
12	2006	23	\$51,700	\$40	37	132	21	123
	2007	10	\$38,300	\$39	49	166	11	93
13	2006	53	\$183,800	\$156	92	240	50	45
	2007	65	\$266,700	\$155	117	365	51	69
14	2006	129	\$156,100	\$76	168	247	104	40
	2007	111	\$153,800	\$81	163	363	84	42
15	2006	114	\$123,300	\$73	132	224	98	39
	2007	91	\$121,500	\$73	168	420	88	54
16	2006	132	\$116,400	\$69	179	340	108	46
	2007	84	\$129,300	\$68	167	468	88	61
17	2006	154	\$111,000	\$61	198	375	115	45
	2007	99	\$115,500	\$63	239	667	113	57
18	2006	268	\$231,000	\$96	344	1,017	179	64
	2007	233	\$260,700	\$105	414	1,455	176	74
19	2006	67	\$81,000	\$63	97	258	68	86
	2007	48	\$73,200	\$61	120	323	54	65
20	2006	28	\$80,000	\$62	54	160	21	63
	2007	25	\$106,700	\$73	61	215	24	95
21	2006	22	\$75,000	\$63	57	119	29	50
	2007	20	\$70,000	\$62	49	129	30	52



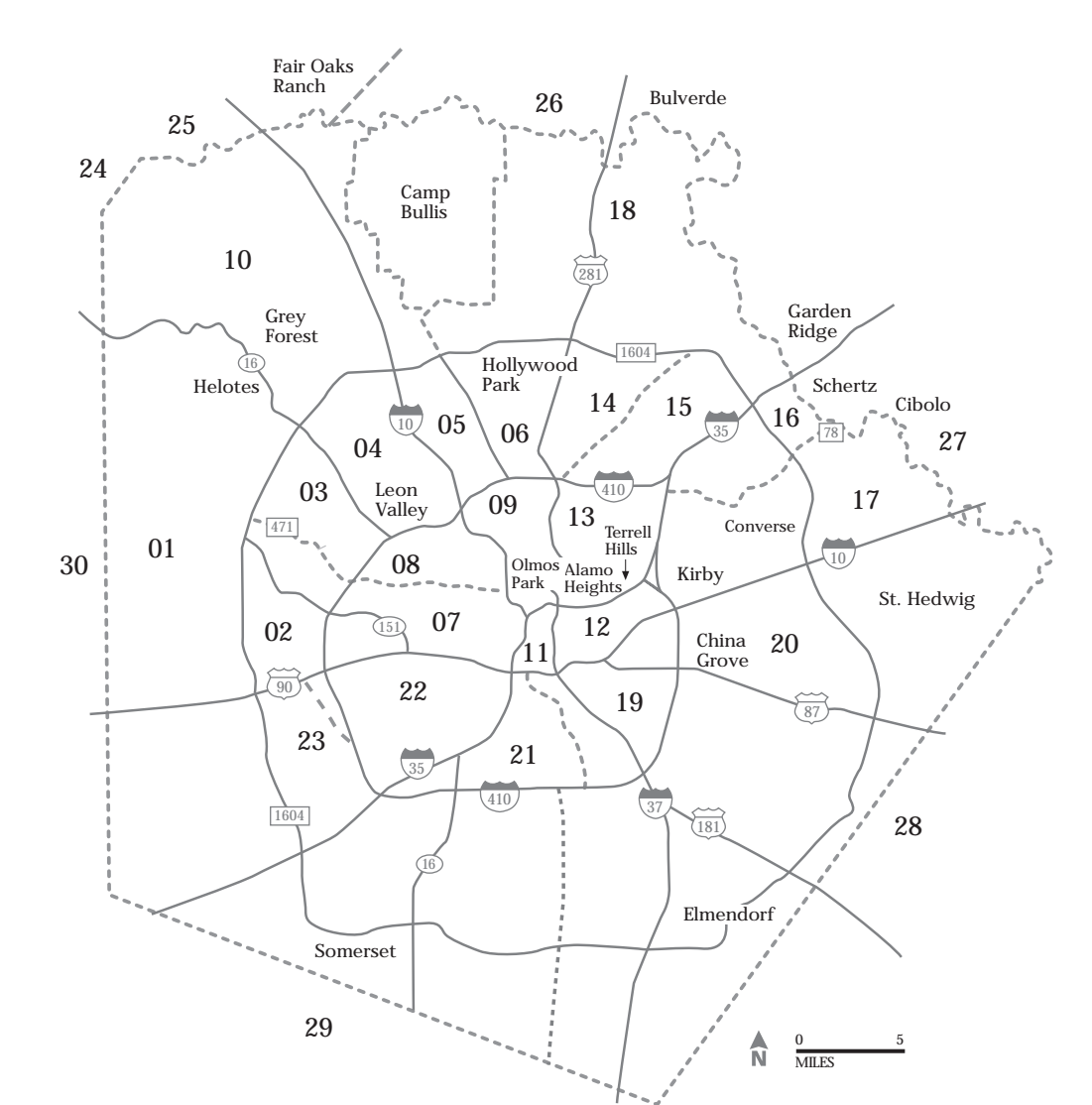
\* Figures unavailable

Area	Year	Sales	Median sales price	Sales price per sq. foot	New listings	Active listings	Pending sales	Days on market
22	2006	41	\$68,100	\$64	91	195	40	55
	2007	26	\$79,200	\$70	119	293	36	101
23	2006	19	\$141,700	\$67	29	105	19	117
	2007	12	\$125,000	\$62	35	119	12	111
24	2006	14	\$160,000	\$102	48	187	24	74
	2007	25	\$135,000	\$128	45	214	20	151
25	2006	42	\$225,000	\$143	58	259	41	50
	2007	47	\$281,200	\$143	65	361	29	65
26	2006	146	\$197,500	\$54	214	791	93	82
	2007	114	\$253,600	\$119	233	921	93	68
27	2006	166	\$164,400	\$77	199	476	115	65
	2007	157	\$167,700	\$84	205	726	130	61
28	2006	53	\$193,800	\$92	72	238	43	91
	2007	39	\$217,900	\$107	74	291	40	69
29	2006	16	\$65,000	\$33	43	179	26	125
	2007	22	\$105,000	\$73	43	192	18	88
30	2006	13	\$105,000	\$14	46	155	17	82
	2007	20	\$130,000	\$73	47	207	18	88
Outlying areas	2006	19	\$98,800	\$69	27	107	21	118
	2007	25	\$70,000	\$87	56	191	35	83

# December San Antonio-area home sales statistics

This is the most recent sales information available from the San Antonio Board of Realtors MLS. Each area's statistics cover a broad region, and specific numbers will vary from neighborhood to neighborhood. Also, some factors can skew figures for median sales price or price per square foot. For example, if a builder begins selling new homes in a previously undeveloped area, prices can rise quickly. The sale of a large property can have the opposite effect, substantially reducing the price per square foot.

Area	Year	Sales	Median sales price	Sales price per sq. foot	New listings	Active listings	Pending sales	Days on market
1	2006	103	\$171,400	\$79	131	437	83	57
	2007	111	\$168,100	\$84	120	575	84	64
2	2006	128	\$133,800	\$72	125	425	96	59
	2007	101	\$128,800	\$70	150	607	75	84
3	2006	111	\$132,900	\$76	117	352	76	52
	2007	91	\$127,500	\$72	115	516	75	85
4	2006	102	\$147,600	\$79	92	273	66	44
	2007	88	\$148,100	\$80	82	385	45	68
5	2006	41	\$215,000	\$119	32	137	19	70
	2007	32	\$191,700	\$118	40	204	19	72
6	2006	50	\$216,700	\$101	54	190	34	36
	2007	43	\$230,000	\$103	57	281	27	62
7	2006	40	\$60,000	\$58	71	222	30	75
	2007	35	\$62,800	\$53	50	287	21	49
8	2006	43	\$90,700	\$56	39	146	36	56
	2007	22	\$102,500	\$78	60	208	26	82
9	2006	42	\$94,000	\$84	35	201	38	70
	2007	53	\$96,200	\$94	54	246	26	71
10	2006	68	\$315,000	\$89	75	417	45	99
	2007	64	\$290,600	\$114	103	520	45	79
11	2006	6	\$120,000	\$199	5	32	2	73
	2007	6	\$45,000	\$72	10	60	5	80
12	2006	19	\$48,800	\$44	24	123	13	93
	2007	12	\$28,300	\$32	27	168	12	78
13	2006	57	\$203,100	\$155	51	218	37	62
	2007	43	\$214,300	\$156	59	306	32	89
14	2006	84	\$145,500	\$79	70	212	59	41
	2007	62	\$155,800	\$80	68	295	38	71
15	2006	82	\$127,000	\$75	82	240	66	58
	2007	62	\$124,200	\$72	62	340	52	83
16	2006	104	\$130,000	\$65	110	353	84	59
	2007	84	\$132,100	\$70	84	461	54	62
17	2006	109	\$114,500	\$61	127	413	74	52
	2007	53	\$101,700	\$58	121	594	70	96
18	2006	198	\$239,800	\$95	220	1,051	129	84
	2007	170	\$248,500	\$102	229	1,302	136	98
19	2006	64	\$85,000	\$69	86	266	40	62
	2007	49	\$80,000	\$66	59	292	39	77
20	2006	20	\$102,500	\$57	49	200	14	52
	2007	13	\$120,000	\$75	28	203	15	70
21	2006	30	\$77,100	\$58	35	135	23	65
	2007	17	\$68,300	\$64	32	152	13	65

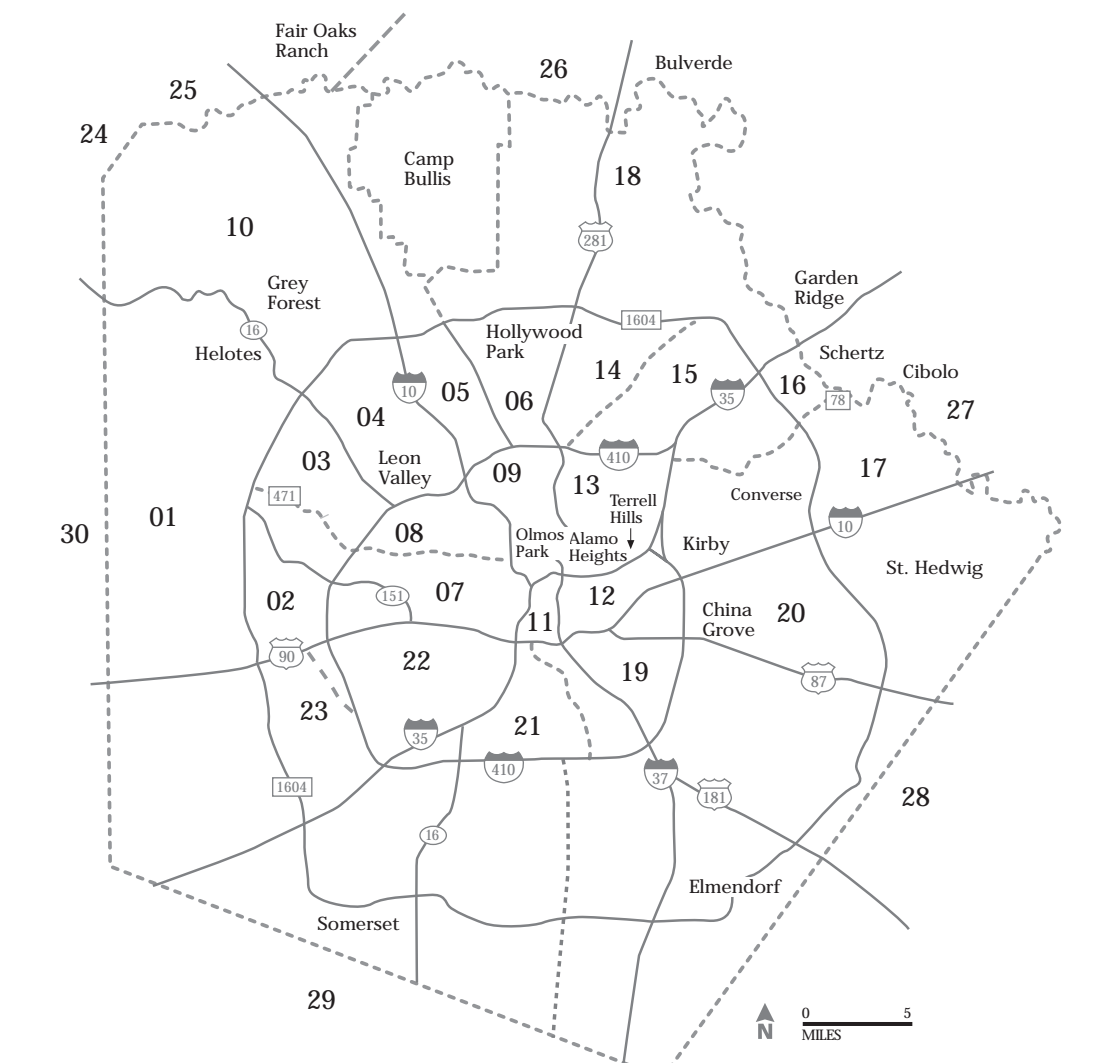


Area	Year	Sales	Median sales price	Sales price per sq. foot	New listings	Active listings	Pending sales	Days on market
22	2006	45	\$80,600	\$63	44	223	30	65
	2007	46	\$85,000	\$65	52	268	34	87
23	2006	20	\$130,000	\$74	28	127	13	68
	2007	13	\$160,000	\$69	31	118	8	81
24	2006	18	\$225,000	\$143	18	179	5	96
	2007	17	\$125,000	\$84	21	173	6	98
25	2006	39	\$262,500	\$57	44	241	20	105
	2007	41	\$358,300	\$147	34	310	20	140
26	2006	97	\$219,600	\$120	106	753	46	104
	2007	63	\$250,000	\$111	124	863	54	106
27	2006	149	\$162,100	\$84	99	478	80	69
	2007	103	\$158,500	\$81	136	715	63	73
28	2006	36	\$203,800	\$87	39	228	22	84
	2007	32	\$195,000	\$82	40	273	13	88
29	2006	19	\$115,000	\$67	20	177	10	78
	2007	22	\$113,300	\$62	20	166	13	117
30	2006	12	\$140,000	\$47	19	156	12	93
	2007	20	\$136,700	\$62	29	186	8	168
Outlying areas	2006	9	\$115,000	\$80	23	117	21	145
	2007	11	\$75,000	\$56	25	188	13	80

# February San Antonio-area home sales statistics

This is the most recent sales information available from the San Antonio Board of Realtors MLS. Each area's statistics cover a broad region, and specific numbers will vary from neighborhood to neighborhood. Also, some factors can skew figures for median sales price or price per square foot. For example, if a builder begins selling new homes in a previously undeveloped area, prices can rise quickly. The sale of a large property can have the opposite effect, substantially reducing the price per square foot.

Area	Year	Sales	Median sales price	Sales price per sq. foot	New listings	Active listings	Pending sales	Days on market
1	2007	95	\$157,800	\$82	175	503	90	66
	2008	86	\$161,000	\$78	203	606	114	82
2	2007	100	\$132,500	\$69	176	501	109	77
	2008	96	\$116,000	\$67	169	561	108	95
3	2007	114	\$128,100	\$75	177	421	97	56
	2008	77	\$125,700	\$72	190	564	70	71
4	2007	89	\$146,300	\$80	146	309	89	52
	2008	75	\$150,500	\$87	120	392	80	66
5	2007	35	\$205,000	\$107	57	139	40	60
	2008	27	\$200,000	\$113	42	197	30	75
6	2007	66	\$232,400	\$99	74	188	58	56
	2008	62	\$212,500	\$101	92	283	45	68
7	2007	47	\$65,500	\$54	96	263	60	65
	2008	28	\$73,000	\$55	80	286	48	60
8	2007	29	\$98,800	\$71	66	171	33	61
	2008	44	\$83,000	\$64	69	204	41	72
9	2007	50	\$102,000	\$85	82	227	43	61
	2008	38	\$130,000	\$118	78	258	46	84
10	2007	59	\$277,100	\$112	132	476	57	103
	2008	58	\$250,000	\$137	143	598	55	86
11	2007	3	\$105,000	\$111	8	30	3	74
	2008	6	\$95,000	\$100	10	61	3	105
12	2007	15	\$38,300	\$38	50	151	22	50
	2008	21	\$36,200	\$34	32	143	28	98
13	2007	34	\$250,000	\$155	88	258	48	70
	2008	41	\$260,700	\$141	88	331	45	127
14	2007	67	\$157,900	\$79	108	227	67	58
	2008	62	\$151,900	\$73	116	319	56	63
15	2007	80	\$123,300	\$81	114	278	70	59
	2008	54	\$115,700	\$72	128	373	62	91
16	2007	75	\$132,300	\$68	153	376	98	79
	2008	87	\$128,600	\$67	141	477	82	75
17	2007	94	\$103,000	\$64	196	509	83	67
	2008	73	\$112,800	\$59	147	641	94	74
18	2007	154	\$245,800	\$99	399	1,281	163	80
	2008	128	\$222,200	\$95	356	1,451	144	104
19	2007	54	\$71,200	\$56	78	256	59	56
	2008	27	\$60,000	\$51	95	329	46	97
20	2007	20	\$92,500	\$59	42	207	29	101
	2008	20	\$80,000	\$58	55	222	30	93
21	2007	20	\$88,000	\$58	36	141	19	67
	2008	18	\$84,000	\$63	47	172	23	99



* Figures unavailable								
Area	Year	Sales	Median sales price	Sales price per sq. foot	New listings	Active listings	Pending sales	Days on market
22	2007	35	\$88,800	\$66	87	239	35	72
	2008	41	\$73,000	\$58	72	276	39	87
23	2007	20	\$140,000	\$71	37	132	16	95
	2008	18	\$130,000	\$72	32	124	25	101
24	2007	8	\$145,000	\$84	25	185	18	98
	2008	10	\$155,000	*	38	179	19	152
25	2007	41	\$392,900	\$174	88	301	33	139
	2008	28	\$267,900	*	78	365	29	127
26	2007	63	\$212,500	\$102	174	816	74	98
	2008	71	\$236,100	\$109	187	941	67	102
27	2007	96	\$156,900	\$86	191	605	111	70
	2008	108	\$157,500	\$78	203	761	100	82
28	2007	33	\$187,500	\$79	57	256	28	122
	2008	26	\$167,500	\$94	52	284	24	101
29	2007	14	\$90,000	\$72	31	182	15	188
	2008	17	\$105,000	\$72	37	195	19	136
30	2007	12	\$170,000	\$87	38	144	17	127
	2008	11	\$110,000	\$89	42	200	13	91
Outlying areas	2007	10	\$140,000	\$68	19	133	13	104
	2008	10	\$45,000	\$41	33	202	9	111

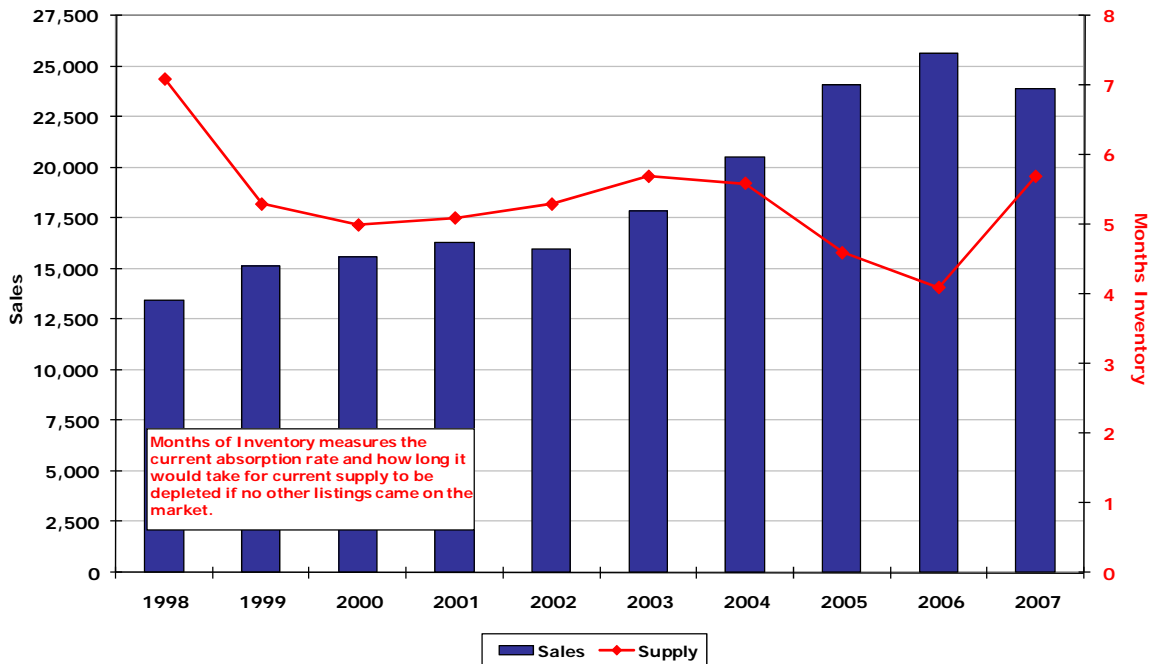
## 2005 Occupied Housing Unit Characteristics

Housing Unit Characteristics	San Antonio MSA			Texas		
	Owner-occupied housing units	Renter-occupied housing units	Total occupied housing units	Owner-occupied housing units	Renter-occupied housing units	Total occupied housing units
Occupied housing units	429,292	215,945	645,237	5,162,604	2,815,491	7,978,095
<b>Household Size</b>						
1-person household	18.7%	36.2%	24.5%	19.1%	35.0%	24.7%
2-person household	34.3%	26.3%	31.6%	34.2%	25.8%	31.2%
3-person household	17.8%	14.4%	16.6%	17.2%	16.0%	16.8%
4-or-more-person household	29.3%	23.1%	27.2%	29.5%	23.2%	27.3%
<b>Race and Hispanic or Latino Origin of Householder</b>						
One Race						
White	76.5%	62.6%	71.9%	79.0%	66.2%	74.5%
Black or African American	4.7%	9.5%	6.3%	8.2%	17.9%	11.6%
American Indian and Alaska Native	0.7%	1.2%	0.9%	0.5%	0.6%	0.6%
Asian	1.6%	1.6%	1.6%	2.9%	3.1%	3.0%
Native Hawaiian and Other Pacific Islander	-	-	0.1%	0.0%	0.1%	0.0%
Some other race	15.0%	21.4%	17.1%	8.3%	10.8%	9.2%
Two or more races	1.5%	3.5%	2.2%	1.0%	1.4%	1.2%
<b>Age of Householder</b>						
Under 35 years	13.8%	45.9%	24.6%	14.4%	46.3%	25.6%
35 to 44 years	21.6%	20.9%	21.4%	21.9%	21.4%	21.7%
45 to 54 years	23.5%	14.8%	20.6%	24.1%	15.4%	21.0%
55 to 64 years	18.1%	8.5%	14.8%	18.1%	8.3%	14.7%
65 to 74 years	12.4%	4.8%	9.9%	11.9%	4.2%	9.2%
75 to 84 years	8.3%	3.3%	6.6%	7.6%	3.1%	6.1%
85 years and over	2.3%	1.9%	2.1%	2.0%	1.3%	1.8%
<b>Units in Structure</b>						
1, detached	89.4%	31.0%	69.8%	87.5%	28.3%	66.6%
1, attached	1.6%	3.4%	2.2%	2.3%	3.6%	2.8%
2 apartments	0.3%	5.1%	1.9%	0.3%	4.9%	1.9%
3 or 4 apartments	0.5%	10.4%	3.8%	0.4%	8.8%	3.3%
5 to 9 apartments	0.3%	16.8%	5.8%	0.3%	13.8%	5.1%
10 or more apartments	0.5%	28.5%	9.9%	0.7%	35.1%	12.9%
Mobile home or other type of housing	7.5%	4.7%	6.5%	8.5%	5.6%	7.5%
<b>Year Structure Built</b>						
2000 or later	15.4%	10.5%	13.8%	13.7%	10.9%	12.7%
1990 to 1999	18.6%	15.3%	17.5%	18.6%	14.8%	17.2%
1980 to 1989	18.2%	23.3%	19.9%	18.7%	22.5%	20.1%
1960 to 1979	26.7%	33.4%	28.9%	28.7%	35.0%	30.9%
1940 to 1959	15.2%	12.1%	14.2%	15.4%	12.4%	14.3%
1939 or earlier	5.9%	5.5%	5.7%	4.9%	4.5%	4.8%
<b>Bedrooms</b>						
No bedroom	0.2%	1.8%	0.7%	0.2%	1.5%	0.6%
1 bedroom	2.1%	35.4%	13.2%	2.1%	32.6%	12.9%
2 or 3 bedrooms	72.5%	57.7%	67.5%	70.8%	61.7%	67.6%
4 or more bedrooms	25.2%	5.1%	18.5%	26.8%	4.2%	18.9%
<b>Annual Household Income and Housing Costs*</b>						
Median household income (dollars)	\$53,992	\$26,543	\$43,263	\$54,610	\$26,782	\$42,139
Annual Median Housing Costs (dollars)	\$10,140	\$7,896	\$8,988	\$10,536	\$8,052	\$9,108
Housing Costs as a percentage of household income	18.8%	29.7%	20.8%	19.3%	30.1%	21.6%

\* in 2005 inflation-adjusted dollars

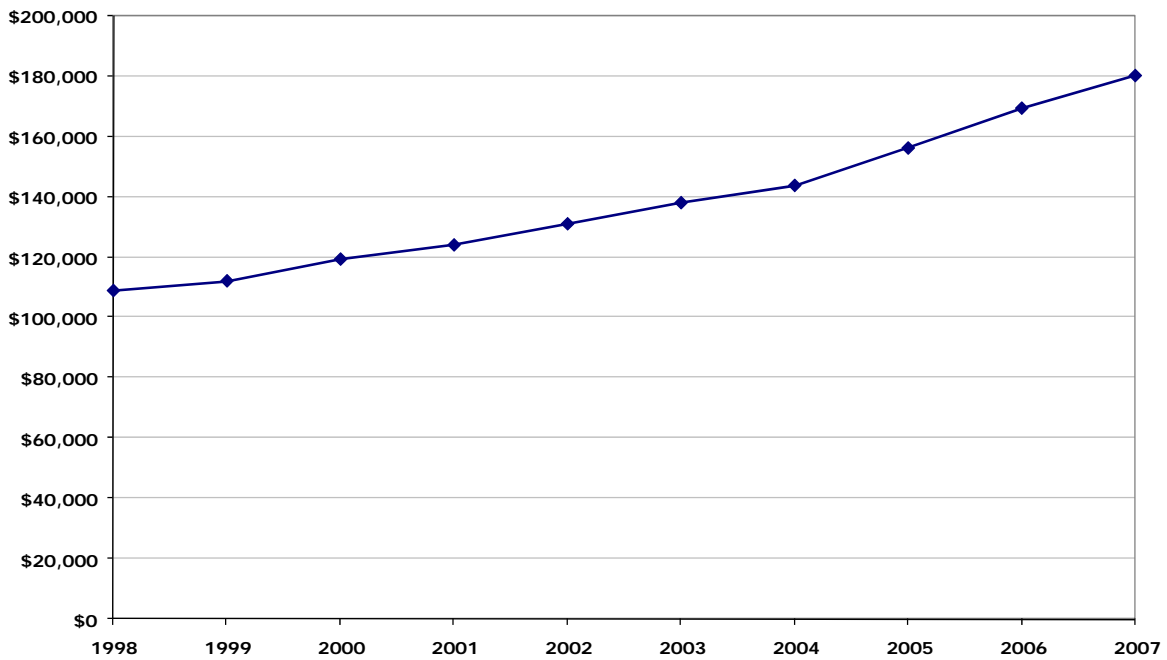
Source: U.S. Census Bureau 2005 and Real Estate Center at Texas A&amp;M University

Yearly Homes Sales and Months Inventory  
San Antonio MLS



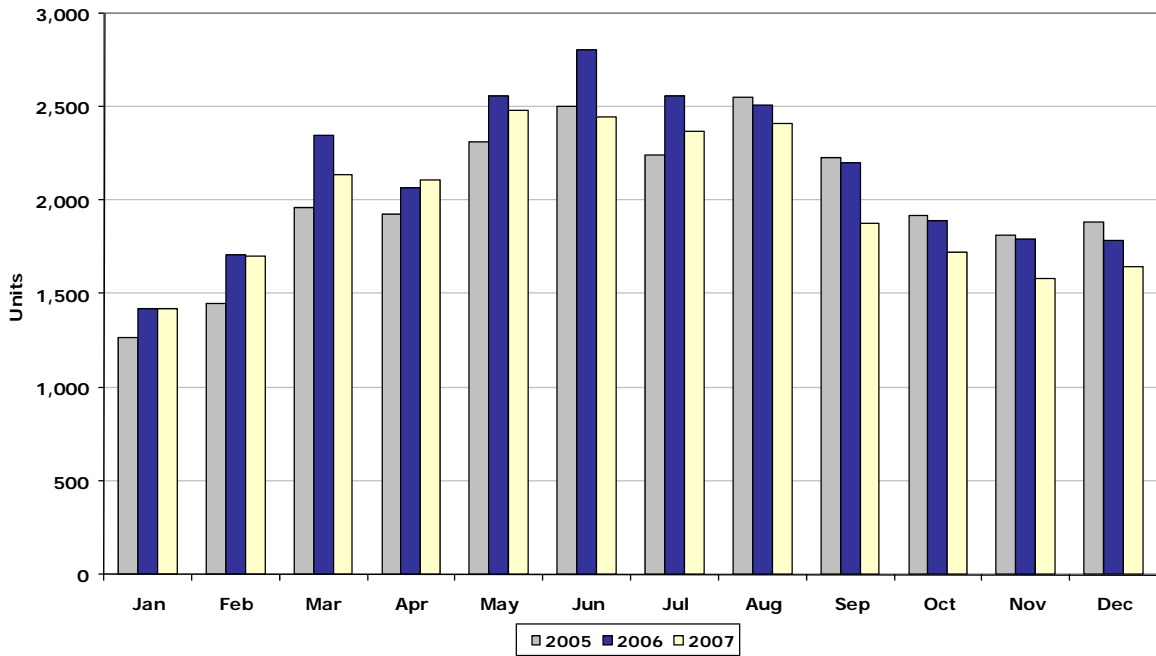
Source: Real Estate Center at Texas A&M University

Average Sales Price  
San Antonio MLS



Source: Real Estate Center at Texas A&M University

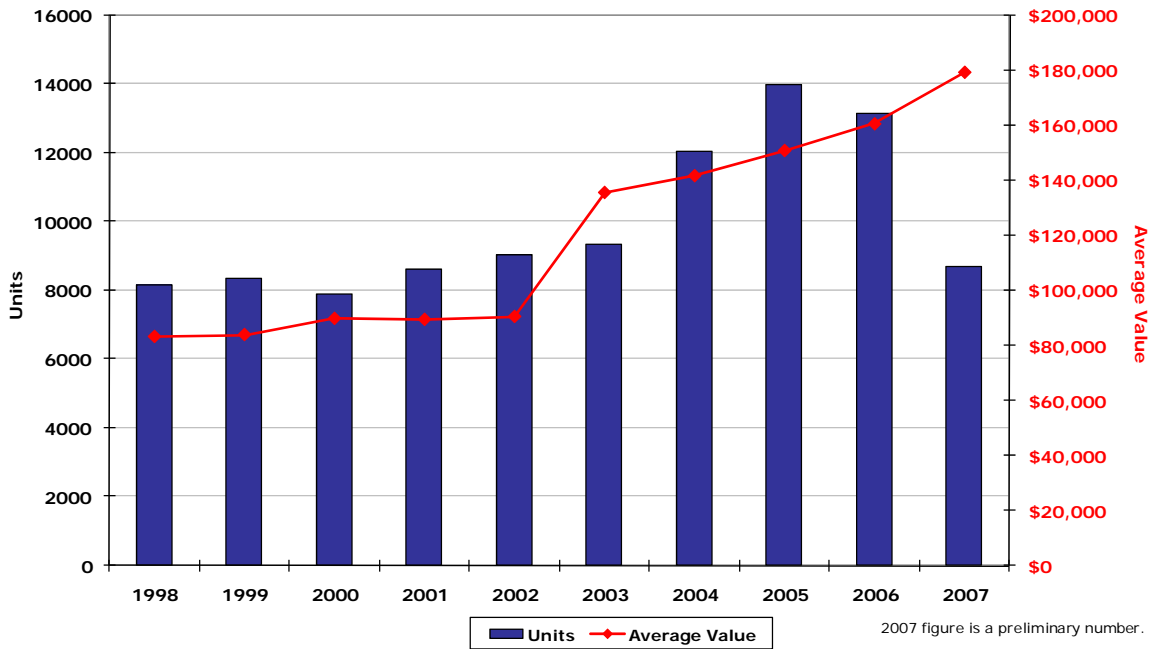
Single-Family Homes Sales Volume  
San Antonio MSA



Source: Real Estate Center at Texas A&M University

1999 MSA definition

Single-Family Building Permits and Average Value  
San Antonio MSA



Source: U.S. Bureau of Census and Real Estate Center at Texas A&M University

**San Antonio Board of Realtors MLS**  
**MLS Year-to-Date Report for: November 2007**

**Single Family**

Sales	Sales Year Ago	% Change Year Ago	Average Price	Avg Price Year Ago	% Change Year Ago	Median Price	Med Price Year Ago	% Change Year Ago
21,178	23,125	-8%	\$183,080	\$171,649	7%	\$150,100	\$142,200	6%
Price/Sqft	Price/SF Year Ago	% Change Year Ago	DOM	DOM Year Ago	% Change Year Ago	New Listings	Active Listings	Pending Sales
86	72	19%	69	61	14%	40,121	11,467	19,572

**Condominium and Townhomes**

Sales	Sales Year Ago	% Change Year Ago	Average Price	Avg Price Year Ago	% Change Year Ago	Median Price	Med Price Year Ago	% Change Year Ago
880	1,032	-15%	\$123,211	\$105,363	17%	\$96,500	\$84,900	14%
Price/Sqft	Price/SF Year Ago	% Change Year Ago	DOM	DOM Year Ago	% Change Year Ago	New Listings	Active Listings	Pending Sales
98	45	119%	68	62	9%	1,745	513	803

**Multifamily**

Sales	Sales Year Ago	% Change Year Ago	Average Price	Avg Price Year Ago	% Change Year Ago	Median Price	Med Price Year Ago	% Change Year Ago
309	489	-37%	\$171,762	\$163,926	5%	\$149,100	\$146,900	1%
Price/Sqft	Price/SF Year Ago	% Change Year Ago	DOM	DOM Year Ago	% Change Year Ago	New Listings	Active Listings	Pending Sales
69	42	67%	72	63	14%	1,239	465	315

**Residential Lots & Acreage**

Sales	Sales Year Ago	% Change Year Ago	Average Price	Avg Price Year Ago	% Change Year Ago	Median Price	Med Price Year Ago	% Change Year Ago
1,853	2,283	-19%	\$73,463	\$66,069	11%	\$51,400	\$47,800	8%
Price/Sqft	Price/SF Year Ago	% Change Year Ago	DOM	DOM Year Ago	% Change Year Ago	New Listings	Active Listings	Pending Sales
			158	174	-9%	5,559	3,329	1,779

**San Antonio Board of Realtors MLS**  
**MLS Year-to-Date Report for: November 2007**

**Residential Rental**

Sales	Sales Year Ago	% Change Year Ago	Average Price	Avg Price Year Ago	% Change Year Ago	Median Price	Med Price Year Ago	% Change Year Ago
8,737	7,775	12%	\$1,046	\$1,589	-34%			
Price/100 Sqft	Price/SF Year Ago	% Change Year Ago	DOM	DOM Year Ago	% Change Year Ago	New Listings	Active Listings	Pending Sales
58	87	-33%	66	67	-1%	10,849	1,645	8,849

**Commercial**

Sales	Sales Year Ago	% Change Year Ago	Average Price	Avg Price Year Ago	% Change Year Ago	Median Price	Med Price Year Ago	% Change Year Ago
241	236	2%	\$279,178	\$231,358	21%	\$155,000	\$150,000	3%
Price/Sqft	Price/SF Year Ago	% Change Year Ago	DOM	DOM Year Ago	% Change Year Ago	New Listings	Active Listings	Pending Sales
			213	180	18%	923	599	206

**Commercial Land**

Sales	Sales Year Ago	% Change Year Ago	Average Price	Avg Price Year Ago	% Change Year Ago	Median Price	Med Price Year Ago	% Change Year Ago
137	122	12%	\$348,250	\$261,066	33%	\$146,700	\$140,000	5%
Price/Sqft	Price/SF Year Ago	% Change Year Ago	DOM	DOM Year Ago	% Change Year Ago	New Listings	Active Listings	Pending Sales
			255	404	-37%	511	425	102

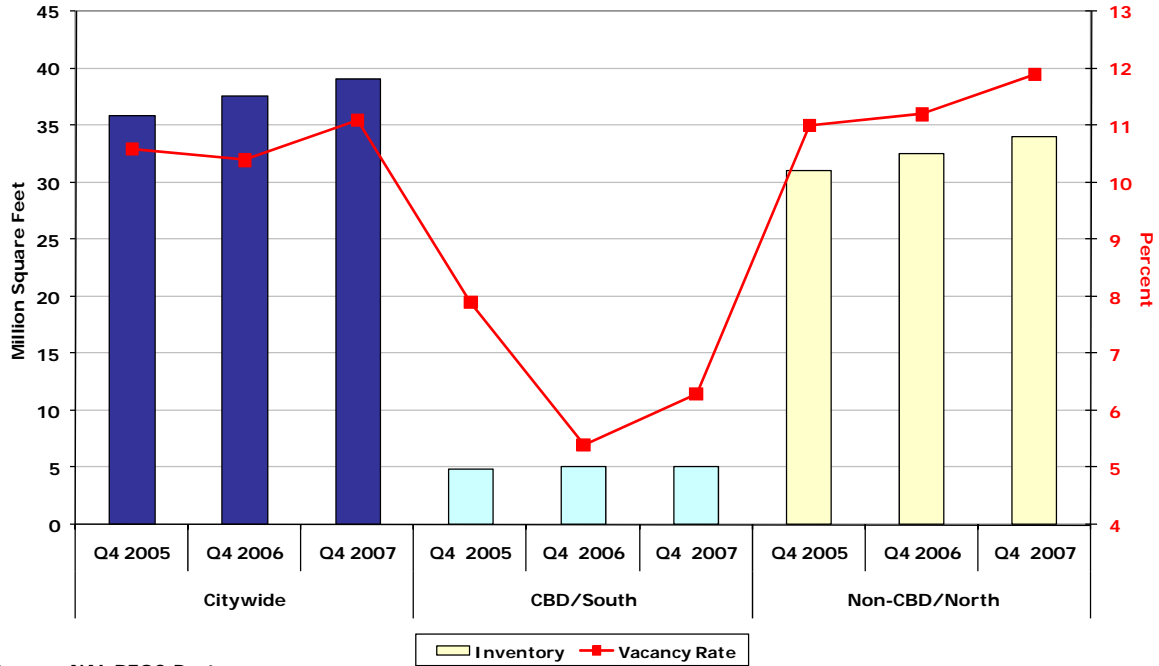
**Rural Farms & Ranches**

Sales	Sales Year Ago	% Change Year Ago	Average Price	Avg Price Year Ago	% Change Year Ago	Median Price	Med Price Year Ago	% Change Year Ago
257	258	0%	\$464,442	\$512,140	-9%	\$303,400	\$268,200	13%
Price/Sqft	Price/SF Year Ago	% Change Year Ago	DOM	DOM Year Ago	% Change Year Ago	New Listings	Active Listings	Pending Sales
			160	191	-16%	750	446	218

# San Antonio Market Overview 2008

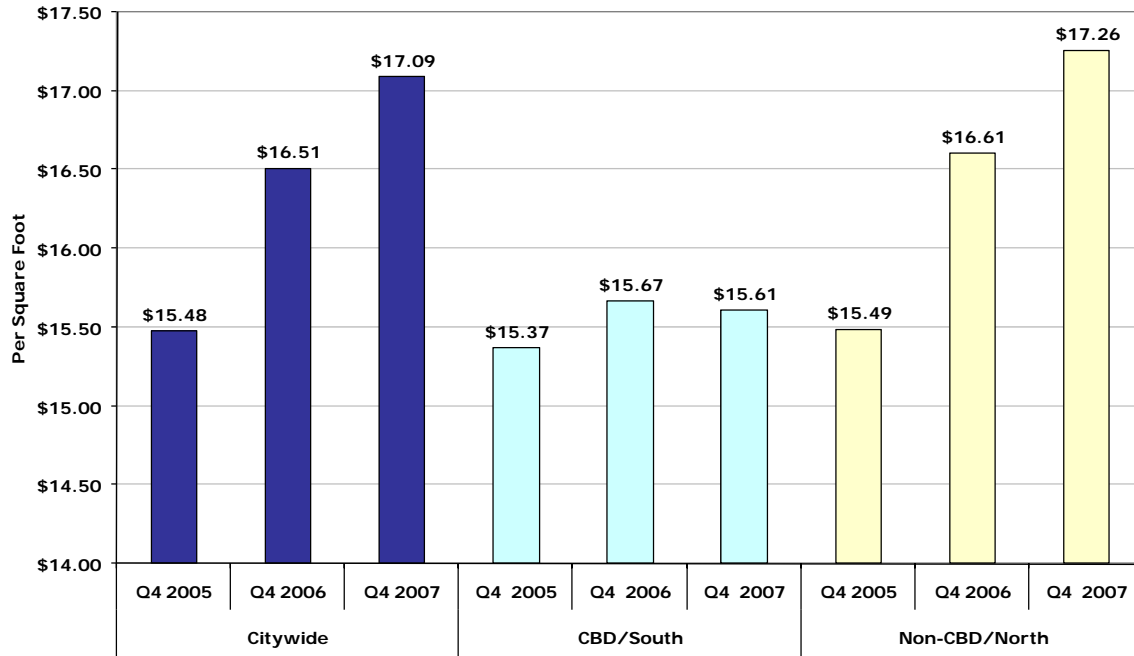
## Retail

**San Antonio Retail Market**  
Total Inventory and Vacancy Rates, All Types

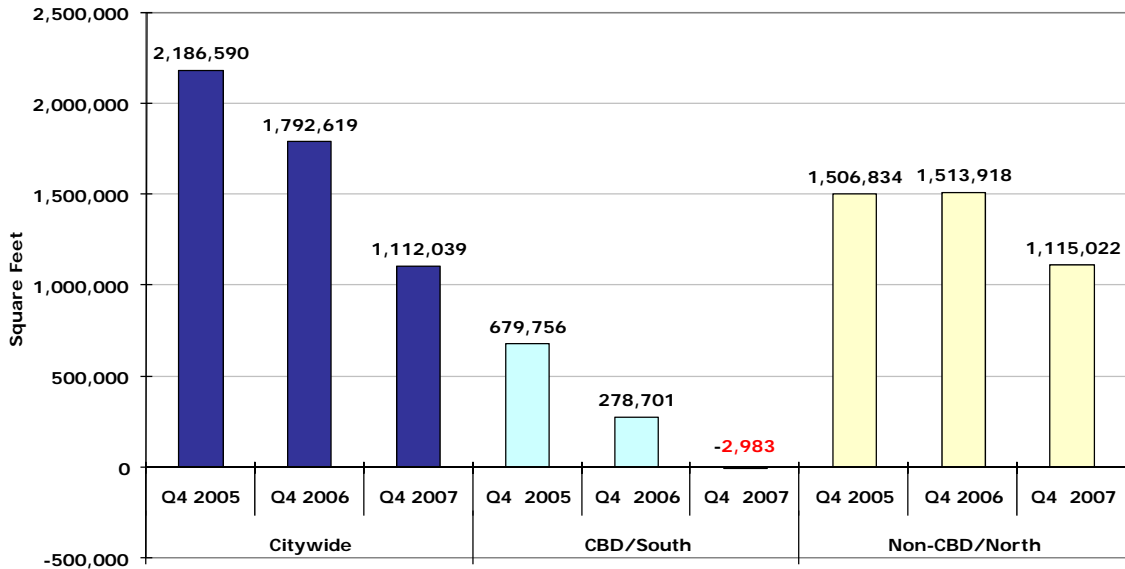


Source: NAI REOC Partners

San Antonio Retail Market  
Average Rent, All Types



San Antonio Retail Market  
Absorption, All Types



**Retail Market Analysis**  
**San Antonio, Fourth Quarter 2007**

Class Type	Citywide			CBD/South			Non-CBD/North		
	Q4 2005	Q4 2006	Q4 2007	Q4 2005	Q4 2006	Q4 2007	Q4 2005	Q4 2006	Q4 2007
<b>All Types</b>									
Inventory	35,908,047	37,611,249	39,096,769	4,906,881	5,158,732	5,161,257	31,001,166	32,452,517	33,935,512
Available	3,804,727	3,922,108	4,350,824	386,997	277,696	327,071	3,417,730	3,644,412	4,023,753
% Vacant	10.6	10.4	11.1	7.9	5.4	6.3	11	11.2	11.9
Average Rent	\$15.48	\$16.51	\$17.09	\$15.37	\$15.67	\$15.61	\$15.49	\$16.61	\$17.26
4Q Absorption	849,774	1,408,200	296,311	480,798	169,936	7,100	368,976	1,238,264	289,211
YTD Absorption	2,186,590	1,792,619	1,112,039	679,756	278,701	-2,983	1,506,834	1,513,918	1,115,022
<b>Regional Malls</b>									
Inventory	7,225,356	6,792,658	6,862,845	1,861,120	1,861,120	1,861,120	5,364,236	4,931,538	5,001,725
Available	531,882	414,248	371,408	87,634	55,834	34,634	444,248	358,414	336,774
% Vacant	7.4	6.1	5.4	4.7	3	1.9	8.3	7.3	6.7
4Q Absorption	0	190,780	23,347	0	13,780	21,200	0	177,000	2,147
YTD Absorption	578,022	3,834	112,027	(49,474)	31,800	21,200	627,496	(27,966)	90,827
<b>Power Centers, (250K+)</b>									
Inventory	7,088,182	8,128,234	8,808,234	503,467	500,348	500,348	6,584,715	7,627,886	8,307,886
Available	286,952	374,046	405,091	69,991	28,231	21,512	216,961	345,815	383,579
% Vacant	4	4.6	4.6	13.9	5.6	4.3	3.3	4.5	4.6
Average Rent	\$22.59	\$23.82	\$24.35	\$19.77	\$20.59	\$20.39	\$22.81	\$24.03	\$24.58
4Q Absorption	820,860	859,939	107,256	433,476	38,433	5,000	387,384	821,506	102,256
YTD Absorption	933,626	987,906	618,955	433,476	41,760	6,719	500,150	946,146	612,236
<b>Community Centers, (100K-249K)</b>									
Inventory	3,918,263	4,217,579	4,297,445	168,385	168,385	158,106	3,749,878	4,049,194	4,139,339
Available	393,529	332,030	320,624	0	0	17,324	393,529	332,030	303,300
% Vacant	10	7.9	7.5	0	0	11	10.5	8.2	7.3
Average Rent	\$15.27	\$16.31	\$16.44	\$21.50	\$21.50	\$18.00	\$14.99	\$16.09	\$16.38
4Q Absorption	8,857	204,359	73,691	0	0	(17,324)	8,857	204,359	91,015
YTD Absorption	252,737	358,499	103,551	168,385	0	(15,324)	84,352	358,499	118,875
<b>Neighborhood Centers, (30K-99K)</b>									
Inventory	16,251,788	16,957,468	17,511,412	2,336,627	2,591,597	2,604,401	13,915,161	14,365,871	14,907,011
Available	2,308,503	2,599,791	3,008,199	217,235	192,673	252,643	2,091,268	2,407,118	2,755,556
% Vacant	14.2	15.3	17.2	9.3	7.4	9.7	15	16.8	18.5
Average Rent	\$12.53	\$13.16	\$13.72	\$14.03	\$14.38	\$14.59	\$12.27	\$12.94	\$13.56
4Q Absorption	38,731	129,077	69,705	47,322	116,781	(1,776)	(8,591)	12,296	71,481
YTD Absorption	357,142	296,336	220,385	126,883	193,962	(15,578)	230,259	102,374	235,963
<b>Strip Centers, (Less than 30K)</b>									
Inventory	1,424,458	1,515,310	1,616,833	37,282	37,282	37,282	1,387,176	1,478,028	1,579,551
Available	283,861	201,993	245,502	12,137	958	958	271,724	201,035	244,544
% Vacant	19.9	13.3	15.2	32.6	2.6	2.6	19.6	13.6	15.5
Average Rent	\$14.38	\$15.33	\$15.80	\$12.46	\$12.46	\$12.46	\$14.43	\$15.40	\$15.88
4Q Absorption	(18,674)	24,045	22,312	0	942	0	(18,674)	23,103	22,312
YTD Absorption	65,063	146,044	57,121	486	11,179	0	64,577	134,865	57,121

Statistical information is calculated on multi-tenant centers totaling 20,000 sq. ft. and larger (including both leasable and separately owned inline space). Totals and vacancy numbers include regional malls. Average rental rates reflect asking rates quoted on an annual triple net basis weighted by the total square footage of the center.

Source: NAI REOC Partners

## San Antonio Market Overview 2008 Hotel

**Hotel\* Occupancy and Rental Rates**

	2006		2007	
	San Antonio	Texas	San Antonio	Texas
# Rooms 000's	35	339.9	36	349.7
Average daily rate	\$101.24	\$80.74	\$105.54	\$85.28
Occupancy rate (in percent)	63.1	61.3	61.2	61.4

\*Only properties exceeding \$18,000 in the current quarter are included; those units below \$18,000 only result in 1.5% of the total state revenues, and have been excluded from this database.

Source: Office of the Governor Economic Development and Tourism and Source Strategies, Inc. of San Antonio

# San Antonio Market Overview 2008

## Office

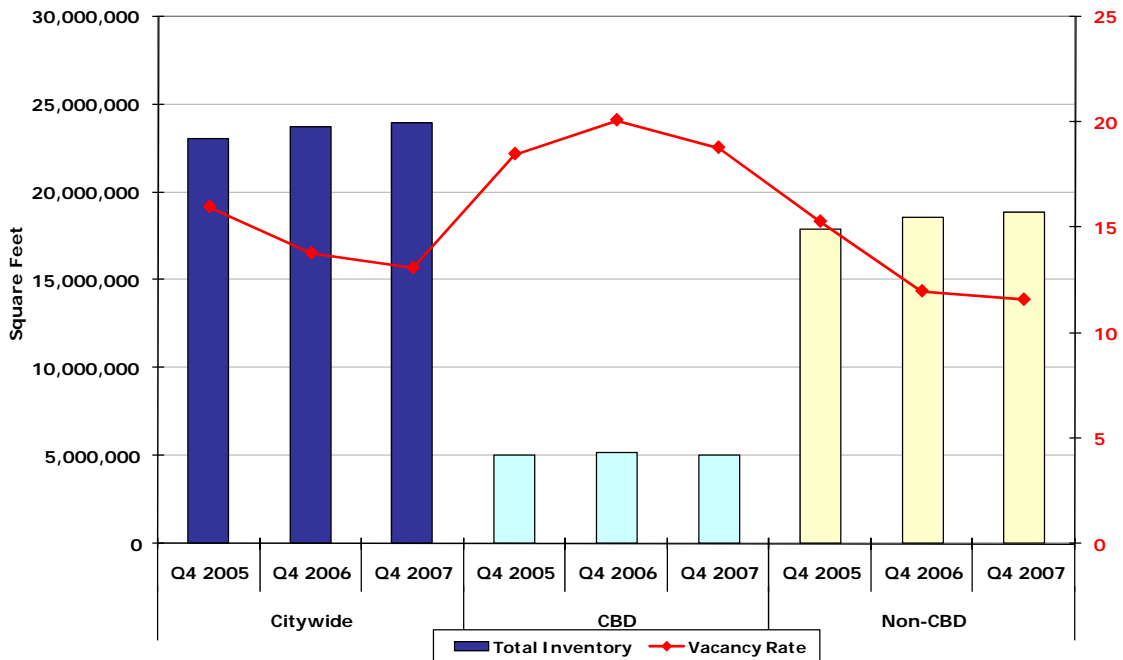
### Office Market Analysis San Antonio, Fourth Quarter 2007

Type	Citywide			CBD			Non-CBD		
	Q4 2005	Q4 2006	Q4 2007	Q4 2005	Q4 2006	Q4 2007	Q4 2005	Q4 2006	Q4 2007
<b>All Classes</b>									
Inventory	23,006,576	23,741,870	23,949,541	5,075,789	5,173,301	5,079,228	17,930,787	18,568,569	18,870,313
Available	3,677,760	3,277,416	3,138,155	937,475	1,041,313	954,258	2,740,285	2,236,103	2,183,897
% Vacant	16	13.8	13.1	18.5	20.1	18.8	15.3	12	11.6
Average Rent	\$17.98	\$18.65	\$19.82	\$18.15	\$18.53	\$19.07	\$17.94	\$18.69	\$20.02
4Q Absorption	105,761	119,485	(80,772)	30,470	(37,228)	7,881	75,291	156,713	(88,653)
YTD Absorption	359,617	812,367	432,449	79,125	(61,527)	53,352	280,492	873,894	379,097
<b>Class A Space</b>									
Inventory	7,611,519	7,610,507	8,043,663	1,990,010	1,990,010	1,990,010	5,621,509	5,620,497	6,053,653
Available	963,360	743,320	832,235	331,170	357,482	332,880	632,190	385,838	499,355
% Vacant	12.7	9.8	10.3	16.6	18	16.7	11.2	6.9	8.2
Average Rent	\$20.72	\$21.64	\$22.94	\$21.43	\$21.41	\$21.54	\$20.47	\$21.71	\$23.40
4Q Absorption	17,906	22,473	33,074	2,295	(16,946)	30,921	15,611	39,419	2,153
YTD Absorption	132,924	220,040	331,760	652	(26,312)	24,602	132,272	246,352	307,158
<b>Class B Space</b>									
Inventory	11,241,345	11,855,168	12,019,155	2,332,668	2,424,981	2,330,908	8,908,677	9,430,187	9,688,247
Available	1,784,567	1,585,755	1,581,347	378,243	447,300	388,013	1,406,324	1,138,455	1,193,334
% Vacant	15.9	13.4	13.2	16.2	18.4	16.6	15.8	12.1	12.3
Average Rent	\$17.11	\$17.92	\$18.97	\$16.04	\$16.78	\$17.71	\$17.39	\$18.22	\$19.27
4Q Absorption	100,745	100,386	98,392	37,743	(17,200)	(4,257)	63,002	117,586	102,649
YTD Absorption	92,124	605,752	229,761	88,187	(26,746)	25,584	3,937	632,498	204,177
<b>Class C Space</b>									
Inventory	4,153,712	4,276,195	3,886,723	753,111	758,310	758,310	3,400,601	3,517,885	3,128,413
Available	929,833	948,341	724,573	228,062	236,531	233,365	701,771	711,810	491,208
% Vacant	22.4	22.2	18.6	30.3	31.2	30.8	20.6	20.2	15.7
Average Rent	\$15.32	\$15.36	\$16.00	\$16.01	\$16.57	\$16.73	\$15.17	\$15.11	\$15.82
4Q Absorption	(12,890)	(3,374)	(212,238)	(9,568)	(3,082)	(18,783)	(3,322)	(292)	(193,455)
YTD Absorption	134,569	(13,425)	(129,072)	(9,714)	(8,469)	3166	144,283	(4,956)	(132,238)

Statistical information is calculated for all multitenant office buildings 20,000 sq. ft. and larger (excluding Single-Tenant, Owner-Occupied, Government and Medical Buildings). Average Rental Rates reflect rental rates quoted on an annual basis for full service. Individual building rates are weighted by the total rentable square footage of the building.

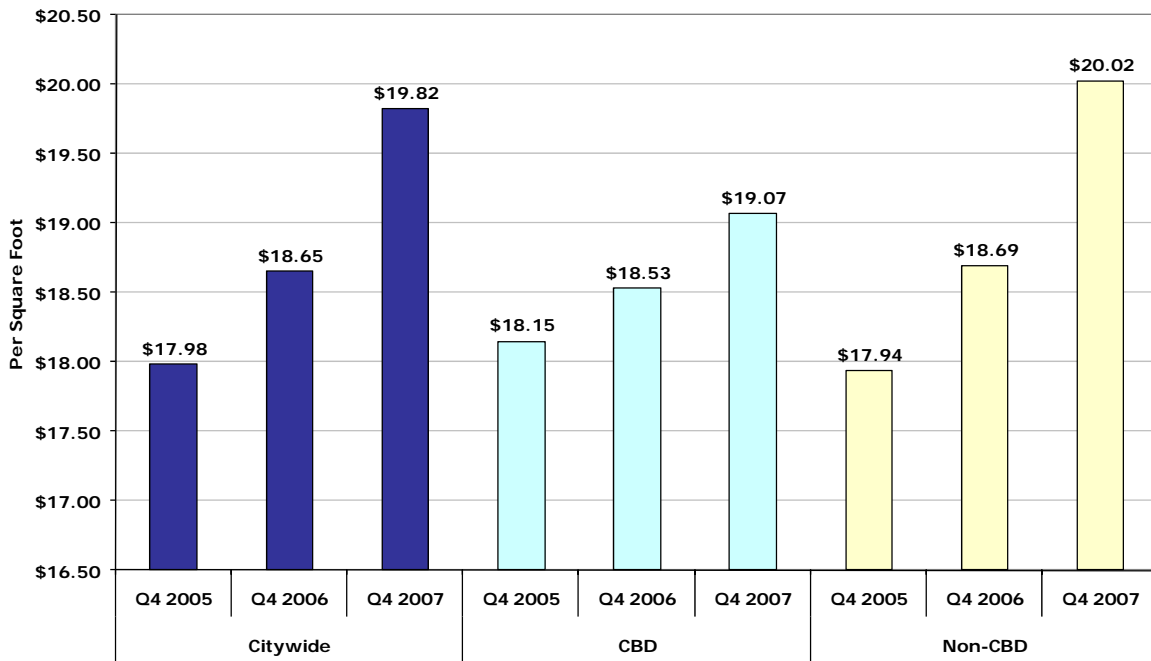
Source: NAI REOC Partners

San Antonio Office Market  
Total Inventory and Vacancy Rate



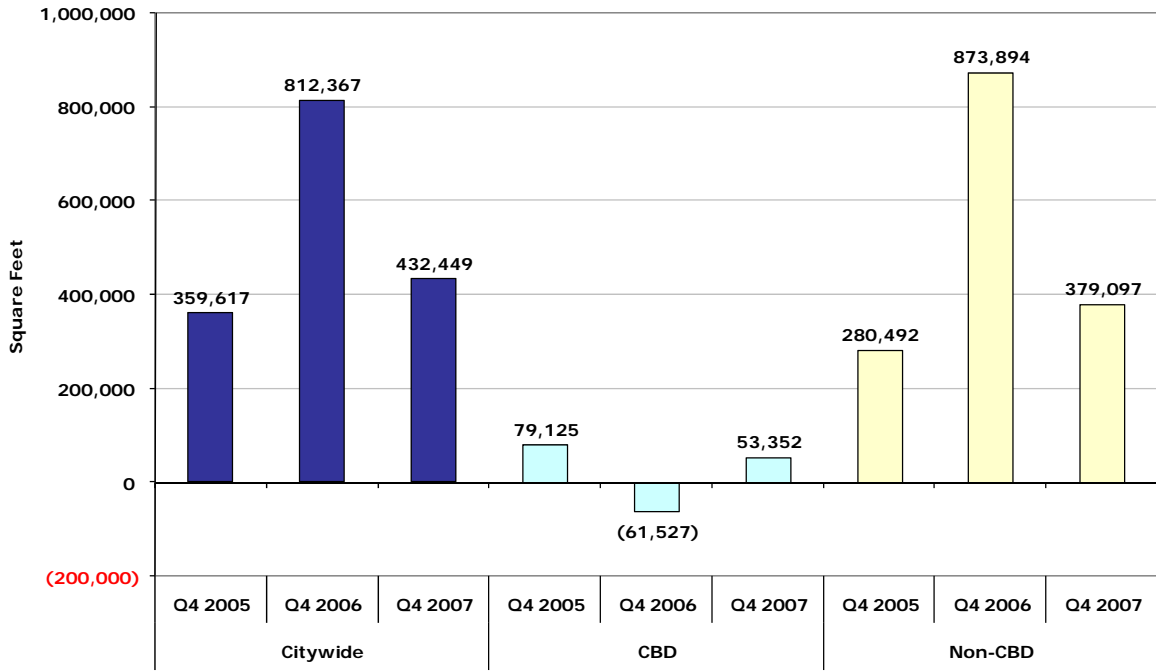
Source: NAI REOC Partners

San Antonio Office Market  
Average Rent



Source: NAI REOC Partners

San Antonio Office Market  
YTD Absorption



## San Antonio Market Overview 2008 Industrial

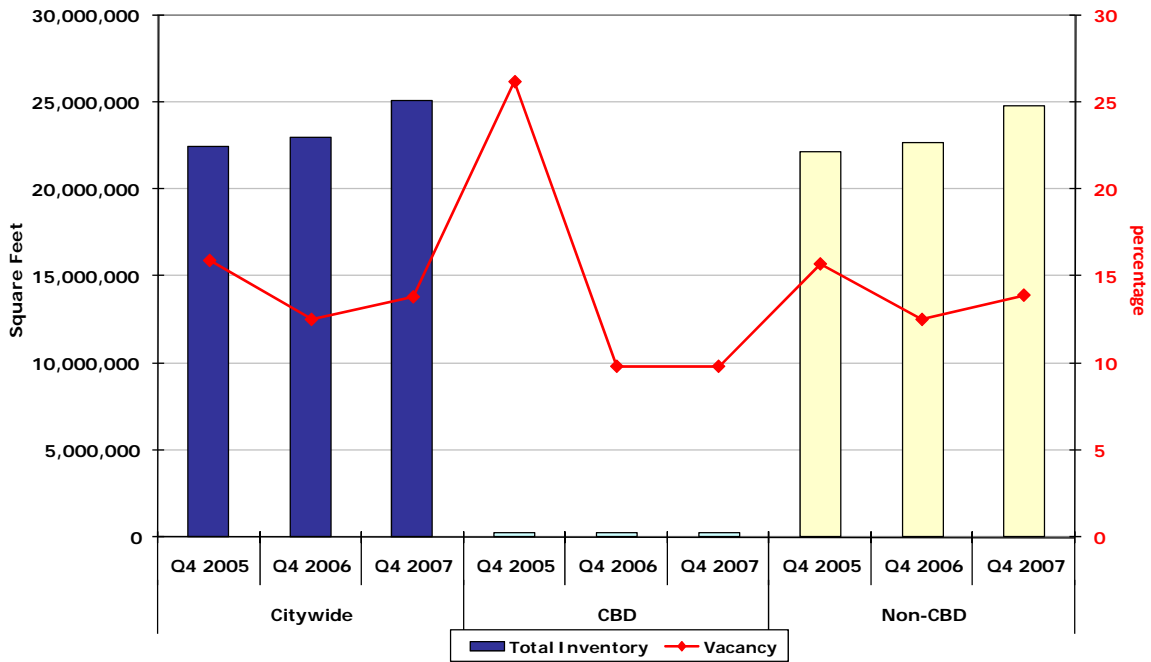
### Industrial Market Analysis San Antonio, Fourth Quarter 2007

Type	Citywide			CBD			Non-CBD		
	Q4 2005	Q4 2006	Q4 2007	Q4 2005	Q4 2006	Q4 2007	Q4 2005	Q4 2006	Q4 2007
<b>Combined</b>									
Inventory	22,419,196	22,979,938	25,063,661	262,509	262,509	262,509	22,156,687	22,717,429	24,801,152
Available	3,555,006	2,862,375	3,462,334	68,662	25,840	25,840	3,486,344	2,836,535	3,436,494
% Vacant	15.9	12.5	13.8	26.2	10	9.8	15.7	12.5	13.9
Average Rent	\$5.41	\$5.46	\$5.78	\$3.26	\$3.26	\$3.26	\$5.44	\$5.49	\$5.81
4Q Absorption	490,774	274,296	494,503	0	42,822	0	490,774	231,474	494,503
YTD Absorption	772,622	1,369,413	1,485,826	(13,960)	42,822	0	786,582	1,326,591	1,485,826
<b>Distribution/Warehouse</b>									
Inventory	15,878,768	16,492,702	18,327,021	262,509	262,509	262,509	15,616,259	16,230,193	18,064,512
Available	2,482,663	2,078,377	2,609,850	68,662	25,840	25,840	2,414,001	2,052,537	2,584,010
% Vacant	15.6	12.6	14.2	26.2	10	9.8	15.5	12.6	14.3
Average Rent	\$3.99	\$4.08	\$4.34	\$3.26	\$3.26	\$3.26	\$4.00	\$4.09	\$4.35
4Q Absorption	518,314	207,815	493,854	0	42,822	0	518,314	164,993	493,854
YTD Absorption	618,850	956,336	1,303,414	(13,960)	42,822	0	632,810	913,514	1,303,414
<b>Service Center/Flex</b>									
Inventory	6,540,428	6,487,236	6,736,640	0	0	0	6,540,428	6,487,236	6,736,640
Available	1,072,343	783,998	852,484	0	0	0	1,072,343	783,998	852,484
% Vacant	16.4	12.1	12.7	0	0	0	16.4	12.1	12.7
Average Rent	\$8.87	\$8.97	\$9.70	\$0.00	\$0.00	\$0.00	\$8.87	\$8.97	\$9.70
4Q Absorption	(27,540)	66,481	649	0	0	0	(27,540)	66,481	649
YTD Absorption	153,772	413,077	182,412	0	0	0	153,772	413,077	182,412

KellyUSA facilities are included; however, single-tenant, owner-occupied and government buildings are excluded. Average rental rates reflect asking rental rates quoted on a triple net annual basis. Individual building rates are weighted by the total rentable square footage of the building.

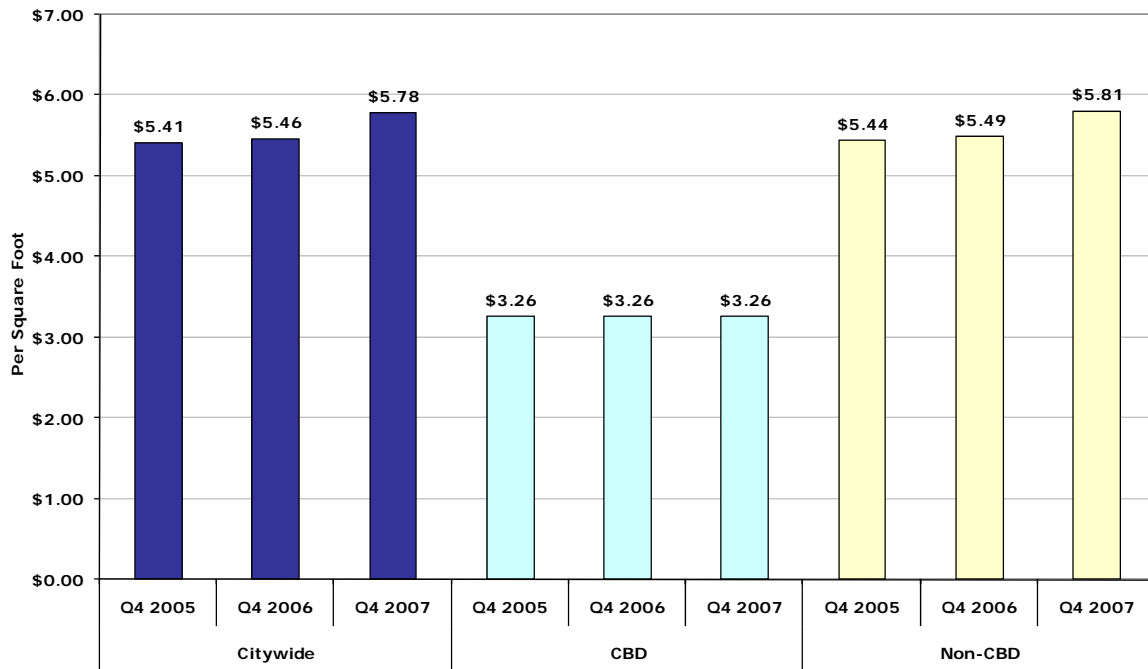
Source: NAI REOC Partners

San Antonio Industrial Market  
Total Inventory and Vacancy Rate

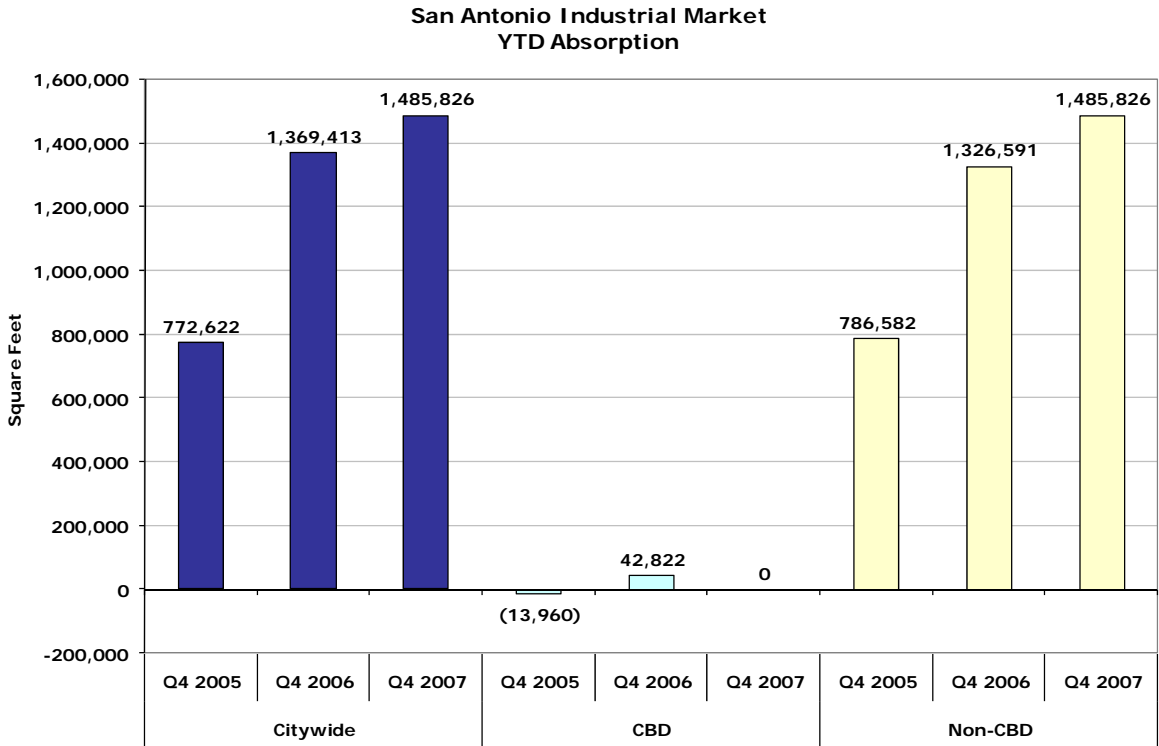


Source: NAI REOC Partners

San Antonio Industrial Market  
Average Rent, All Types



Source: NAI REOC Partners



Source: NAI REOC Partners

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