GREENWOOD KING PROPERTIES

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HOUSTON MARKET REPORT

NUMBER OF SALES: TOTAL	1/01/13 - 12/31/13	1/01/12 - 12/31/12	CHANGE
RIVER OAKS	65	92	-29%
MONTROSE (SINGLE FAMILY)	324	259	+25%
MONTROSE (TOWNHOUSES)	326	290	+12%
WEST UNIVERSITY	254	270	-6%
BOULEVARD OAKS	30	34	-12%
SOUTHAMPTON	30	22	+36%
SOUTHGATE AREA	55	56	-2%
BRAESWOOD	17	17	-
BRAES HEIGHTS-AYRSHIRE	97	96	+1%
BELLAIRE	307	251	+22%
TANGLEWOOD	69	80	-14%
BRIARGROVE	48	77	-38%
BRIARGROVE PARK	85	96	-12%
MEMORIAL-CLOSE IN	41	35	+17%
MEMORIAL VILLAGES	204	199	+3%
SPRING VALLEY	61	75	19%
MEMORIAL	446	419	+6%
WILCHESTER	41	53	-23%
HEIGHTS	786	751	+5%
TOTAL	**3,286**	**3,172**	**+4%**

AVERAGE SALES PRICE: TOTAL	1/01/13 - 12/31/1	1/01/12 -12/31/12	CHANGE
RIVER OAKS	$1,977,000	$2,020,000	-2%
MONTROSE (SINGLE FAMILY)	558,000	476,000	+17%
MONTROSE (TOWNHOUSES)	393,000	345,000	+14%
WEST UNIVERSITY	1,107,000	910,000	+22%
BOULEVARD OAKS	1,335,000	1,052,000	+27%
SOUTHAMPTON	1,087,000	1,040,000	+5%
SOUTHGATE AREA	709,000	642,000	+10%
BRAESWOOD	909,000	871,000	+4%
BRAES HEIGHTS-AYRSHIRE	740,000	587,000	+26%
BELLAIRE	821,000	723,000	+14%
TANGLEWOOD	1,755,000	1,669,000	+5%
BRIARGROVE	768,000	711,000	+8%
BRIARGROVE PARK	486,000	415,000	+17%
MEMORIAL-CLOSE IN	1,575,000	1,830,000	-14%
MEMORIAL VILLAGES	1,693,000	1,547,000	+9%
SPRING VALLEY	763,000	670,000	+14%
MEMORIAL	665,000	588,000	+13
WILCHESTER	715,000	591,000	+21%
HEIGHTS	470,000	406,000	+16%
AVERAGE	**$767,000**	**$705,000**	**+4%**

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AVERAGE DAYS ON MARKET	1/01/13 - 12/31/13	1/01/12 - 12/31/12	CHANGE
RIVER OAKS	80	151	-47%
MONTROSE (SINGLE FAMILY)	49	76	-36%
MONTROSE (TOWNHOUSES)	44	62	-29%
WEST UNIVERSITY	42	68	-38%
BOULEVARD OAKS	78	81	-4%
SOUTHAMPTON	27	48	-44%
SOUTHGATE AREA	44	51	-14%
BRAESWOOD	76	95	-20%
BRAES HEIGHTS-AYRSHIRE	36	60	-40%
BELLAIRE	52	71	-27%
TANGLEWOOD	96	109	-12%
BRIARGROVE	37	79	-53%
BRIARGROVE PARK	36	55	-35%
MEMORIAL-CLOSE IN	122	89	+37%
MEMORIAL VILLAGES	70	86	-19%
SPRING VALLEY	52	81	-36%
MEMORIAL	31	51	-39%
WILCHESTER	24	41	-41%
HEIGHTS	35	63	-44%
AVERAGE	**54**	**75**	**-8%**

NUMBER OF LISTINGS: TOTAL	12/31/13	11/30/13	12/31/12	CHANGE FROM 12/31/12
RIVER OAKS	30	39	26	+15%
MONTROSE (SINGLE FAMILY)	65	72	72	-13%
MONTROSE (TOWNHOUSES)	36	36	67	-46%
WEST UNIVERSITY	38	40	49	-22%
BOULEVARD OAKS	17	17	10	+70%
SOUTHAMPTON	7	9	4	+75%
SOUTHGATE AREA	9	8	8	+13%
BRAESWOOD	5	5	NA	
BRAES HEIGHTS-AYRSHIRE	12	12	14	-14%
BELLAIRE	29	39	61	-52%
TANGLEWOOD	23	27	27	-15%
BRIARGROVE	8	8	7	+14%
BRIARGROVE PARK	3	4	9	-67%
MEMORIAL CLOSE-IN	8	9	25	-68%
MEMORIAL VILLAGES	33	48	54	-39%
SPRING VALLEY	10	15	10	-
MEMORIAL	53	56	53	-
WILCHESTER	4	6	3	+33%
HEIGHTS	177	185	128	+38%
TOTAL FOR 18 MARKETS	**562**	**630**	**627**	**-10%**

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SALES VOLUME: TOTAL	1/01/13 - 12/31/13	1/01/12 -12/31/12	CHANGE
RIVER OAKS	$128,500,000	$185,800,000	-31%
MONTROSE (SINGLE FAMILY)	180,700,000	123,300,000	+47%
MONTROSE (TOWNHOUSES)	128,000,000	100,000,000	+28%
WEST UNIVERSITY	281,100,000	245,800,000	+14%
BOULEVARD OAKS	40,000,000	35,800,000	+12%
SOUTHAMPTON	32,600,000	22,900,000	+42%
SOUTHGATE AREA	39,000,000	36,000,000	+8%
BRAESWOOD	15,400,000	14,800,000	+4%
BRAES HEIGHTS-AYRSHIRE	71,800,000	56,300,000	+28%
BELLAIRE	252,000,000	181,400,000	+39%
TANGLEWOOD	121,100,000	133,500,000	-9%
BRIARGROVE	36,800,000	54,800,000	-33%
BRIARGROVE PARK	41,200,000	39,900,000	+3%
MEMORIAL-CLOSE IN	64,600,000	64,100,000	+1%
MEMORIAL VILLAGES	345,300,000	307,900,000	+12%
SPRING VALLEY	46,600,000	50,300,000	-7%
MEMORIAL	296,700,000	246,400,000	+20%
WILCHESTER	29,300,000	31,300,000	-6%
HEIGHTS	369,300,000	304,900,000	+21%
TOTAL	**$2,520,000,000**	**$2,235,200,000**	**+13%**

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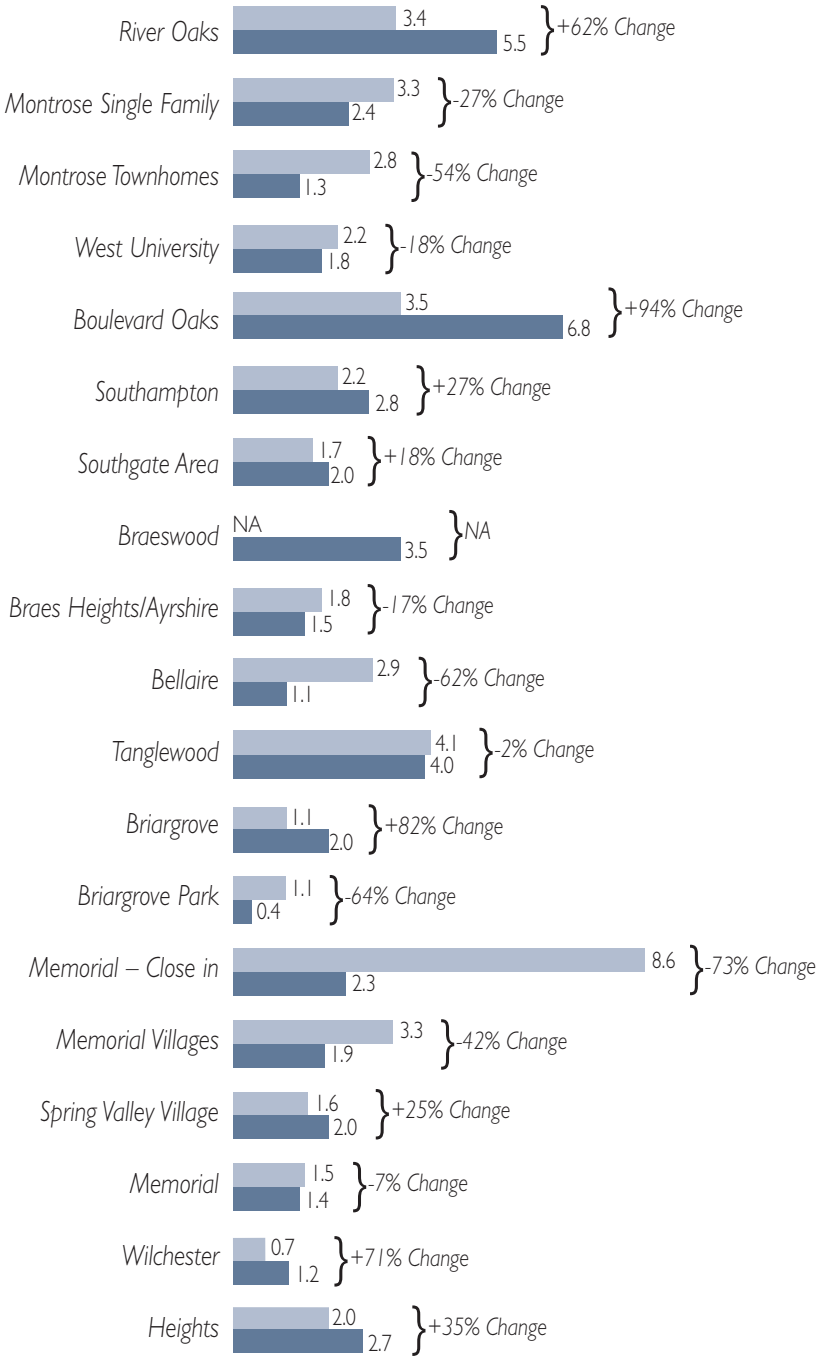
INVENTORY SUPPLY (in months)



LEGEND

12/12 12/13

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HOUSTON MARKET REPORT

NUMBER OF SALES: RESALES	1/01/13 - 12/31/13	1/01/12 - 12/31/12	CHANGE
RIVER OAKS	65	88	-26%
MONTROSE (SINGLE FAMILY)	225	207	+9%
MONTROSE (TOWNHOUSES)	295	257	+15%
WEST UNIVERSITY	242	257	-6%
BOULEVARD OAKS	28	31	-10%
SOUTHAMPTON	30	22	+36%
SOUTHGATE AREA	50	55	-9%
BRAESWOOD	16	16	-
BRAES HEIGHTS-AYRSHIRE	89	91	-2%
BELLAIRE	275	230	+20%
TANGLEWOOD	63	71	-11%
BRIARGROVE	45	77	-42%
BRIARGROVE PARK	85	94	-10%
MEMORIAL-CLOSE IN	38	31	+23%
MEMORIAL VILLAGES	187	184	+2%
SPRING VALLEY	53	66	-20%
MEMORIAL	421	401	+5%
WILCHESTER	41	53	-23%
HEIGHTS	644	587	+10%
TOTAL	**2,892**	**2,818**	**+3%**

AVERAGE SALES PRICE: RESALES	1/01/13 - 12/31/13	1/01/12 -12/31/12	CHANGE
RIVER OAKS	$1,977,000	$1,952,000	+1%
MONTROSE (SINGLE FAMILY)	523,000	432,000	+21%
MONTROSE (TOWNHOUSES)	376,000	322,000	+17%
WEST UNIVERSITY	1,084,000	896,000	+21%
BOULEVARD OAKS	1,365,000	1,018,000	+34%
SOUTHAMPTON	1,087,000	1,040,000	+5%
SOUTHGATE AREA	688,000	635,000	+8%
BRAESWOOD	875,000	806,000	+9%
BRAES HEIGHTS-AYRSHIRE	708,000	565,000	+25%
BELLAIRE	791,000	704,000	+12%
TANGLEWOOD	1,577,000	1,414,000	+12%
BRIARGROVE	724,000	711,000	+2%
BRIARGROVE PARK	486,000	410,000	+19%
MEMORIAL-CLOSE IN	1,642,000	1,879,000	-13%
MEMORIAL VILLAGES	1,576,000	1,448,000	+9%
SPRING VALLEY	696,000	634,000	+10%
MEMORIAL	645,000	567,000	+14%
WILCHESTER	715,000	591,000	+21%
HEIGHTS	459,000	389,000	+18%
AVERAGE	**$755,000**	**$686,000**	**+10%**

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SALES VOLUME: RESALES	1/01/13 - 12/31/13	1/01/12 -12/31/12	CHANGE
RIVER OAKS	$128,500,000	$171,800,000	-25%
MONTROSE (SINGLE FAMILY)	117,600,000	89,300,000	+32%
MONTROSE (TOWNHOUSES)	110,900,000	82,700,000	+34%
WEST UNIVERSITY	262,400,000	230,200,000	+14%
BOULEVARD OAKS	38,200,000	31,600,000	+21%
SOUTHAMPTON	32,600,000	22,900,000	+42%
SOUTHGATE AREA	34,400,000	34,900,000	-1%
BRAESWOOD	14,000,000	12,900,000	+9%
BRAES HEIGHTS-AYRSHIRE	63,000,000	51,400,000	+23%
BELLAIRE	217,500,000	161,800,000	+34%
TANGLEWOOD	99,400,000	100,400,000	-1%
BRIARGROVE	32,600,000	54,800,000	-41%
BRIARGROVE PARK	41,200,000	38,500,000	+7%
MEMORIAL-CLOSE IN	62,400,000	58,200,000	+7%
MEMORIAL VILLAGES	294,600,000	266,400,000	+11%
SPRING VALLEY	36,900,000	41,800,000	-12%
MEMORIAL	271,500,000	227,500,000	+19%
WILCHESTER	29,300,000	31,300,000	-6%
HEIGHTS	295,400,000	227,700,000	+30%
TOTAL	**$2,182,400,000**	**$1,923,200,000**	**+13%**

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NUMBER OF SALES: NEW CONSTRUCTION	1/01/13 - 12/31/13	1/01/12 - 12/31/12	CHANGE
RIVER OAKS	0	4	NA
MONTROSE (SINGLE FAMILY)	99	52	+90%
MONTROSE (TOWNHOUSES)	31	33	-6%
WEST UNIVERSITY	12	13	-8%
BOULEVARD OAKS	2	3	-33%
SOUTHAMPTON	0	0	-
SOUTHGATE AREA	5	1	+400%
BRAESWOOD	1	1	-
BRAES HEIGHTS-AYRSHIRE	8	5	+60%
BELLAIRE	32	21	+52%
TANGLEWOOD	6	9	-33%
BRIARGROVE	3	0	NA
BRIARGROVE PARK	0	2	NA
MEMORIAL-CLOSE IN	3	4	-25%
MEMORIAL VILLAGES	17	13	+31%
SPRING VALLEY	8	9	-11%
MEMORIAL	25	18	+39%
WILCHESTER	0	0	-
HEIGHTS	142	165	-14%
TOTAL	**394**	**352**	**+12%**

AVG. SALES PRICE: NEW CONSTRUCTION	1/01/13 - 12/31/13	1/01/12 -12/31/12	CHANGE
RIVER OAKS	NA	$3,513,000	NA
MONTROSE (SINGLE FAMILY)	$637,000	654,000	-3%
MONTROSE (TOWNHOUSES)	553,000	524,000	+6%
WEST UNIVERSITY	1,554,000	1,199,000	+30%
BOULEVARD OAKS	907,000	1,408,000	-36%
SOUTHAMPTON	NA	NA	NA
SOUTHGATE AREA	917,000	1,075,000	-15%
BRAESWOOD	1,457,000	1,918,000	-24%
BRAES HEIGHTS-AYRSHIRE	1,096,000	991,000	+11%
BELLAIRE	1,077,000	931,000	+16%
TANGLEWOOD	3,616,000	3,681,000	-2%
BRIARGROVE	1,417,000	NA	NA
BRIARGROVE PARK	NA	685,000	NA
MEMORIAL-CLOSE IN	723,000	1,453,000	-50%
MEMORIAL VILLAGES	2,982,000	2,767,000	+8%
SPRING VALLEY	1,208,000	939,000	+29%
MEMORIAL	1,008,000	1,052,000	-4%
WILCHESTER	NA	NA	NA
HEIGHTS	520,000	468,000	+11%
AVERAGE	**$857,000**	**$844,000**	**+1%**

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NUMBER OF LISTINGS: NEW CONSTRUCTION		NEW CONSTRUCTION AS A PERCENT OF TOTAL LISTINGS	
	12/31/13	12/31/13	12/31/12
RIVER OAKS	6	20%	23%
MONTROSE (SINGLE FAMILY)	35	54%	44%
MONTROSE (TOWNHOUSES)	14	39%	39%
WEST UNIVERSITY	7	18%	12%
BOULEVARD OAKS	4	24%	10%
SOUTHAMPTON	0	0%	0%
SOUTHGATE AREA	1	11%	25%
BRAESWOOD	2	40%	NA
BRAES HEIGHTS-AYRSHIRE	5	42%	43%
BELLAIRE	16	55%	23%
TANGLEWOOD	11	48%	22%
BRIARGROVE	2	25%	14%
BRIARGROVE PARK	0	0%	0%
MEMORIAL CLOSE-IN	2	25%	8%
MEMORIAL VILLAGES	10	30%	20%
SPRING VALLEY	4	40%	40%
MEMORIAL	10	19%	19%
WILCHESTER	0	0%	0%
HEIGHTS	84	47%	36%
TOTAL FOR 18 MARKETS	**173**	**38%**	**28%**

SALES VOLUME: NEW CONSTRUCTION	1/01/13 - 12/31/13	1/01/12 -12/31/12	CHANGE
RIVER OAKS	$0	$14,100,000	NA
MONTROSE (SINGLE FAMILY)	63,100,000	34,000,000	+86%
MONTROSE (TOWNHOUSES)	17,200,000	17,300,000	-1%
WEST UNIVERSITY	18,600,000	15,600,000	+19%
BOULEVARD OAKS	1,800,000	4,200,000	-57%
SOUTHAMPTON	0	0	-
SOUTHGATE AREA	4,600,000	1,100,000	+318%
BRAESWOOD	1,500,000	1,900,000	-21%
BRAES HEIGHTS-AYRSHIRE	8,800,000	5,000,000	+76%
BELLAIRE	34,400,000	19,600,000	+76%
TANGLEWOOD	21,700,000	33,100,000	-36%
BRIARGROVE	4,300,000	0	NA
BRIARGROVE PARK	0	1,400,000	NA
MEMORIAL-CLOSE IN	2,200,000	5,800,000	-62%
MEMORIAL VILLAGES	50,700,000	41,500,000	+22%
SPRING VALLEY	9,700,000	8,400,000	+15%
MEMORIAL	25,200,000	18,900,000	+33%
WILCHESTER	0	0	-
HEIGHTS	73,900,000	77,200,000	-4%
TOTAL	**$337,700,000**	**$297,200,000**	**+13%**

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NEW CONSTRUCTION AS A PERCENT OF SALES VOLUME

	1/01/13–12/31/13	1/01/12–12/31/12
RIVER OAKS	0%	8%
MONTROSE (SINGLE FAMILY)	35%	28%
MONTROSE (TOWNHOUSES)	13%	17%
WEST UNIVERSITY	7%	6%
BOULEVARD OAKS	5%	12%
SOUTHAMPTON	0%	0%
SOUTHGATE AREA	12%	3%
BRAESWOOD	10%	13%
BRAES HEIGHTS-AYRSHIRE	12%	9%
BELLAIRE	14%	11%
TANGLEWOOD	18%	25%
BRIARGROVE	12%	0%
BRIARGROVE PARK	0%	4%
MEMORIAL-CLOSE IN	3%	9%
MEMORIAL VILLAGES	15%	13%
SPRING VALLEY	21%	17%
MEMORIAL	8%	8%
WILCHESTER	0%	0%
HEIGHTS	20%	25%
AVERAGE ALL MARKETS	**13%**	**13%**

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HOUSTON MARKET REPORT

HIGH END MARKET – 12/31/13

LISTINGS	RIVER OAKS	TANGLEWOOD	VILLAGES	WEST U	CLOSE-IN MEMORIAL
UNDER $500,000	0	0	0	0	0
$500,000 - $999,999	0	0	2	10	0
$1,000,000 - $1,999,999	7	6	12	19	0
$2,000,000+	23	17	19	9	8
TOTAL	**30**	**23**	**33**	**38**	**8**

SALES	RIVER OAKS	TANGLEWOOD	VILLAGES	WEST U	CLOSE-IN MEMORIAL
UNDER $500,000	4	1	0	16	0
$500,000 - $999,999	4	17	40	117	14
$1,000,000 - $1,999,999	37	30	107	101	18
$2,000,000+	20	21	57	20	9
TOTAL	**65**	**69**	**204**	**254**	**41**

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