

OCTOBER 2007 THE WOODLANDS

SUPPLY OF HOMES ON THE MARKET

Inventory of homes available for sale on the first day of the month.

Price Range	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD%
Below \$100,000	10	11	10	6	6	7	12	11	13	14			1.3%
\$100,001 - \$200,000	181	184	181	212	227	242	270	291	260	265			30.6%
\$200,001 - \$300,000	129	159	159	170	191	207	226	207	204	185			24.3%
\$300,001 - \$400,000	71	92	98	97	98	108	110	83	85	87			12.3%
\$400,001 - \$500,000	50	56	52	48	60	50	56	52	47	47			6.8%
\$500,001 - \$600,000	39	46	52	44	52	47	45	36	34	41			5.8%
\$600,001 - \$700,000	20	18	22	19	21	19	17	20	19	72			3.3%
\$700,001 - \$800,000	11	8	11	12	16	14	11	15	13	15			1.7%
\$800,001 - \$900,000	17	18	21	24	26	22	18	16	16	14			2.5%
\$900,001 - \$1,000,000	6	11	8	10	13	14	11	11	10	12			1.4%
Over \$1,000,001	72	77	79	84	85	84	93	82	81	74			10.7%
TOTALS	606	680	689	728	795	814	869	824	785	775			101%
Months Of Inventory	3.6	3.1	2.8	2.7	2.4	2.7	2.9	2.7	2.9	3.9			n/a

HOME BUYING DEMAND OF THE MARKET

Represents contracts *initiated* during the month and is expressed as the list price range of the home as recorded by HAR MLS.

Price Range	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Units	YTD%
Below \$100,000	4	8	6	5	7	3	5	3	5				46	2.1%
\$100,000 - \$200,000	73	79	85	96	77	73	80	85	55				703	31.6%
\$200,001 - \$300,000	47	56	66	75	68	67	87	64	52				582	26.2%
\$300,001 - \$400,000	27	29	50	49	44	51	56	34	23				363	16.3%
\$400,001 - \$500,000	14	17	15	25	28	26	23	19	8				175	7.9%
\$500,001 - \$600,000	7	13	18	20	17	20	22	11	9				137	6.2%
\$600,001 - \$700,000	3	2	7	6	11	7	6	5	2				49	2.2%
\$700,001 - \$800,000	7	4	3	4	7	7	5	7	1				45	2.0%
\$800,001 - \$900,000	0	3	4	5	7	7	7	2	2				37	1.7%
\$900,001 - \$1,000,000	0	2	0	2	2	5	1	2	1				15	0%
Above \$1,000,001	6	8	7	9	9	6	9	9	8				71	3%
TOTALS	188	221	261	296	277	272	301	241	166				2223	
Days On Market	70	67	66	48	50	47	52	58	58				516	
List/Sales Price Ratio	97.00%	97.20%	97.60%	97.90%	97.90%	98.10%	98%	97.90%	96.90%				7.816	97.6%

MLS Statistics obtained from the Houston MLS, Area 15, Location 107 - The Woodlands (Single Family). Active Listings = The number of homes actively Listed For Sale on July 3, 2007. Contracts Pending = The reported number of single family homes placed Under Contract. Option Pending/Pending Continue to Show for June 2007. June 2007 Average Closed Sales Price = \$351,660. Avg. days on the market 47 days.

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