

# MARKET PULSE

Greater El Paso Edition

11-30-2008

## ALL NEW HOME PRODUCTS

Welcome to Market Pulse for El Paso

In this issue of Market Pulse we are pleased to present our data for October. Hanley Wood Market Intelligence (HWMI) tracks data on new home communities of ten units or more in most of the major home markets across the country. HWMI Research Associates will either call or visit you each month to gather information and updates on your project. By participating in the data collection process you contribute to the health of your local housing market and provide information that is critical to the building industry.

Thank you for your time each month and for your continued participation. If you have any questions or comments or wish to request additional information on our products and services, please contact your local HWMI representative (see contact information at the bottom of this page) or visit our website at [www.hwmarketintelligence.com](http://www.hwmarketintelligence.com).

Number of active projects profiled	El Paso, CO	164
Highest number of active projects	C-Spgs-NE, Monument,	120

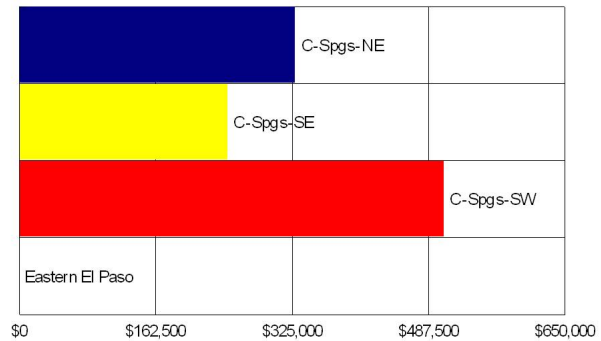
### Top Ten Builders - All Products

Based upon reported closings data for a rolling 12 month period

Classic Homes	Premier Homes Inc.
Pulte Homes	Keller Homes
Richmond American Homes	Beazer Homes
Journey Homes	Oakwood Homes
John Laing Homes	Vantage Homes of Colorado

## NEW SINGLE FAMILY HOMES

Average Base Asking Price by SubMarket - October 2008



	Area Average	Lowest	Highest
Base Asking Price	\$317,744	\$133,500	\$875,285
Square Footage	2,082	855	5,429
Price per sq. ft.	\$153.84	\$67.32	\$307.77
Number of active SF projects profiled	El Paso, CO		126
Highest number of active SF projects	C-Spgs-NE, Monument, Falcon		97

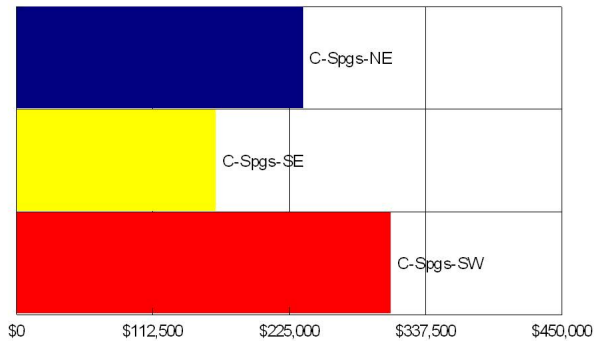
### Top Ten Builders - Single Family

Based upon reported closings data for a rolling 12 month period

Richmond American Homes	Oakwood Homes
Classic Homes	Vantage Homes of Colorado
Journey Homes	Challenger Homes
Keller Homes	Creekstone Homes
John Laing Homes	Premier Homes Inc.

## NEW TOWNHOUSE/PLEX HOMES

Average Base Asking Price by SubMarket - October 2008



	Area Average	Lowest	Highest
Base Asking Price	\$224,469	\$109,795	\$858,650
Square Footage	1,669	672	4,478
Price per sq. ft.	\$136.73	\$85.61	\$386.90
Number of active TH projects profiled	El Paso, CO		29
Highest number of active TH projects	C-Spgs-NE, Monument, Falcon		17

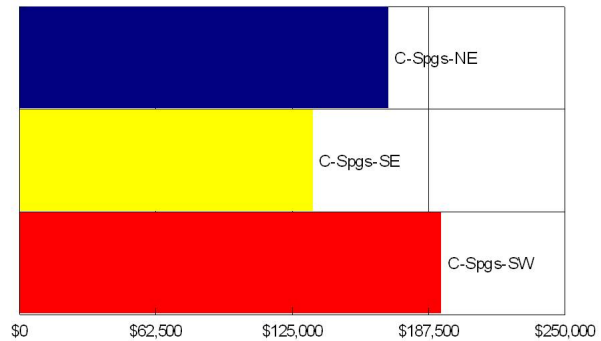
### Top Ten Builders - Townhouse/Plex

Based upon reported closings data for a rolling 12 month period

Pulte Homes	Century Communities
Ashton Woods Homes	Derek L. Brown & Associates, Inc.
Beazer Homes	Classic Homes
Premier Homes Inc.	Engle Homes
KB Home	Mason Investments

## NEW CONDOMINIUM HOMES

Average Base Asking Price by SubMarket - October 2008



	Area Average	Lowest	Highest
Base Asking Price	\$171,278	\$119,900	\$988,541
Square Footage	1,328	570	2,400
Price per sq. ft.	\$130.93	\$80.54	\$534.00
Number of active CONDO projects profiled	El Paso, CO		9
Highest number of active CONDO projects	C-Spgs-NE, Monument, Falcon		6

### Top Ten Builders - Condominium

Based upon reported closings data for a rolling 12 month period

Derek L. Brown & Associates, Inc.	Century Communities
Blue Spruce Construction	Presidio Condominiums, LLC
John Laing Homes	Presidio Condominiums
Martinson Concrete Construction	Artesian Villa Crafters
Infinity General Contractors, Inc.	Costa Communities, Inc.

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## NEW HOME SALES COMPS – October 2008

Top-selling projects, ranked by NET sales, during the month of October 2008.

C-Spgs-NE, Monument, Falcon		
	FREEDOM HEIGHTS	1
<b>Single Family:</b>	MESA RIDGE/RICHMOND	1
FOREST MEADOWS/RICHMOND		6
TRAILS END		5
MERIDIAN RANCH/RICHMOND		5
FOREST MEADOWS/PREMIER HOMES		4
EASTVIEW ESTATES/RICHMOND		4
FLYING HORSE RANCH/VANTAGE		4
VILLAGE CENTER ESTATES/RICHMOND		3
FOREST MEADOWS/JOURNEY HOMES		3
NORTHTREE AT BANNING LEWIS RANCH/CHERRYD		2
FALCON TERRACE AT SPRINGS RANCH/CHALLENGE		2
NORTHTREE AT BANNING LEWIS RANCH/MAPLETO		2
VILLAGE CENTER HIGHLANDS		2
FLYING HORSE RANCH/SARATOGA/CLASSIC		2
MERIDIAN RANCH/JOHN LAING		2
NORTHGATE ESTATES/CHALLENGER HOMES		2
FALCON RIDGE AT SPRINGS RANCH		2
CORDERA/SADDLETREE HOMES		2
<b>Townhouse:</b>		
SAND CREEK VILLAS		5
WOODMOOR PARK TOWNHOMES		4
DUBLIN TERRACE		2
CARRIAGES AT PINE CREEK		1
CARRIAGES AT INDIGO RANCH		1
<b>Condominium:</b>		
PALOMINO RANCH CONDOS AT STETSON RIDGE		1
C-Spgs-SW, Rockrimmon, Broadmoor		
<b>Townhouse:</b>		
EAGLE POINT TOWNHOMES		3
CREEKVIEW TOWNHOMES		3
<b>Condominium:</b>		
TOWNES COLLECTION (THE) AT GOLD HILL MES		1
C-Spgs-SE, Security, Fountain		
<b>Single Family:</b>		
AUDUBON SPRINGS		4
PONDEROSA AT LORSON RANCH/JOURNEY HOMES		4
PONDEROSA AT LORSON RANCH/PREMIER		4
MESA RIDGE AT FOUNTAIN/CLASSIC		2
COUNTRYSIDE NORTH/JOURNEY HOMES		2
CREEK TERRACE AT MESA VILLAGE		1
STRATMOOR HEIGHTS		1

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