

# MARKET PULSE

Greater El Paso Edition

09-29-2009

## 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 August. 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	151
Highest number of active projects	C-Spgs-NE, Monument,	112

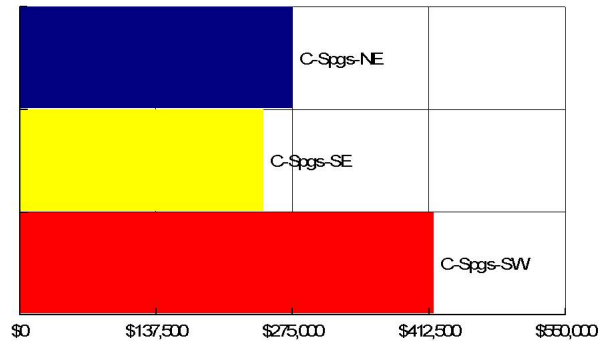
### Top Ten Builders - All Products

Based upon reported closings data for a rolling 12 month period

Classic Homes	Premier Homes Inc.
Pulte Homes	Keller Homes
Richmond American Homes	Challenger Homes
Journey Homes	Vantage Homes of Colorado
Today's Homes	Oakwood Homes

## NEW SINGLE FAMILY HOMES

Average Base Asking Price by SubMarket - August 2009



	Area Average	Lowest	Highest
Base Asking Price	\$274,425	\$133,500	\$708,600
Square Footage	1,982	855	4,650
Price per sq. ft.	\$139.22	\$67.32	\$307.77

Number of active SF projects profiled	El Paso, CO	115
Highest number of active SF projects	C-Spgs-NE, Monument, Falcon	90

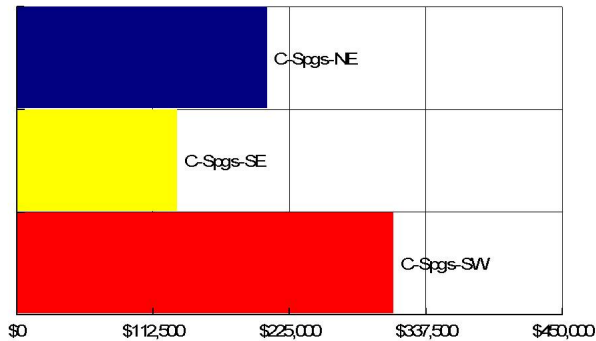
### Top Ten Builders - Single Family

Based upon reported closings data for a rolling 12 month period

Classic Homes	Challenger Homes
Richmond American Homes	Premier Homes Inc.
Journey Homes	Vantage Homes of Colorado
Keller Homes	Oakwood Homes
Today's Homes	Campbell Companies Ltd

## NEW TOWNHOUSE/PLEX HOMES

Average Base Asking Price by SubMarket - August 2009



	Area Average	Lowest	Highest
Base Asking Price	\$197,050	\$110,990	\$328,122
Square Footage	1,652	1,040	3,189
Price per sq. ft.	\$119.08	\$84.67	\$202.03

Number of active TH projects profiled	El Paso, CO	28
Highest number of active TH projects	C-Spgs-NE, Monument, Falcon	16

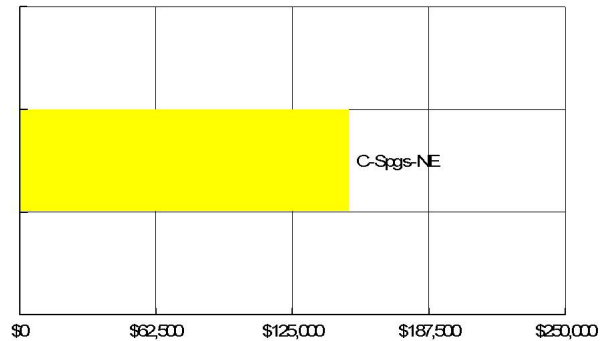
### Top Ten Builders - Townhouse/Plex

Based upon reported closings data for a rolling 12 month period

Pulte Homes	Classic Homes
KB Home	Ashton Woods Homes
Today's Homes	Derek L. Brown & Associates, Inc.
Premier Homes Inc.	Osprey Communities
Century Communities	St Andrews Homes

## NEW CONDOMINIUM HOMES

Average Base Asking Price by SubMarket - August 2009



	Area Average	Lowest	Highest
Base Asking Price	\$151,613	\$144,940	\$159,950
Square Footage	1,248	1,121	1,412
Price per sq. ft.	\$121.48	\$113.28	\$129.30

Number of active CONDO projects profiled	El Paso, CO	8
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

Infinity General Contractors, Inc.	Calico Homes, Inc.
Century Communities	Martinson Concrete Construction
Stetson Ridge Condominiums LLC	Murray Boulevard Condominiums, LLC
Presidio Condominiums, LLC	S & R Construction, Inc.
Artesian Villa Crafters	

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## NEW HOME SALES COMPS – August 2009

Top-selling projects, ranked by NET sales, during the month of August 2009.

C-Spgs-NE, Monument, Falcon		Classic Homes
<b>Single Family - Builder:</b>		HIGH GATE FARMS/CREEKSTONE HOMES - Creekstone Homes 1
WOLF RANCH/CLASSIC HOMES - Classic Homes	6	HIGH GATE FARMS/GENDRON HOMES - Gendron Homes 1
FOREST MEADOWS/ASPEN VIEW HOMES - Aspen View Homes	5	CUMBERLAND GREEN/OAKWOOD HOMES - Oakwood Homes 1
STETSON RIDGE HIGHLANDS/CHALLENGER HOMES - Challenger Homes	4	FREEDOM HEIGHTS - Aspen View Homes 1
NORTHTREE AT BANNING LEWIS RANCH/RICHMON - Richmond American Homes	4	CREEK TERRACE AT MESA VILLAGE - Rocky Mountain Homes 1
INDIGO RANCH AT STETSON RIDGE/CLASSIC - Classic Homes	4	BARNSTORMER'S LANDING/CREEKSTONE HOMES - Creekstone Homes 1
CLAREMONT RANCH/D.R. HORTON - D.R. Horton	4	EL DORADO SPRINGS - Better Way Homes 1
TRAILS END - Richmond American Homes	3	PONDEROSA AT LORSON RANCH/PREMIER HOMES - Premier Homes Inc. 1
MERIDIAN RANCH/CLASSIC HOMES - Classic Homes	3	<b>Townhouse - Builder:</b>
METROPOLITAN CLUB - Journey Homes	3	COUNTRYSIDE TOWNHOMES - Pulte Homes 2
NORTHTREE AT BANNING LEWIS RANCH/OAKWOOD - Oakwood Homes	3	BLUFFS (THE) AT SPRING CREEK/PULTE HOMES - Pulte Homes 1
<b>Townhouse - Builder:</b>		HEIGHTS (THE) AT CROSS CREEK - Pulte Homes 1
DUBLIN TERRACE - Today's Homes	4	
BARRINGTON HEIGHTS - Century Communities	2	
IRON HORSE VILLAS - St Andrews Homes	2	
CARRIAGES AT INDIGO RANCH - Classic Homes	1	
WOODMOOR PARK TOWNHOMES - Pulte Homes	1	
VISTAS (THE) AT NORWOOD/TOWNHOMES - Century Communities	1	
PROMONTORY AT NORTHGATE - Osprey Communities	1	
<b>Condominium - Builder:</b>		
VISTAS (THE) AT NORWOOD/CONDOS - Century Communities	1	

### C-Spgs-SW, Rockrimmon, Broadmoor

<b>Single Family - Builder:</b>	
BROADMOOR RIDGE - Keller Homes	1
GOLD HILL MESA/CHALLENGER HOMES - Challenger Homes	1
<b>Townhouse - Builder:</b>	
CANYON RESERVE TOWNHOMES - Eagle Communities	2

### C-Spgs-SE, Security, Fountain

<b>Single Family - Builder:</b>	
PONDEROSA AT LORSON RANCH/JOURNEY HOMES - Journey Homes	6
PARKVIEW AT SPRING CREEK - Challenger Homes	4
MESA RIDGE AT FOUNTAIN/CLASSIC HOMES - Classic Homes	4
GLEN AT WIDEFIELD (THE) - New Generation Homes	3
BARNSTORMER'S LANDING/CLASSIC HOMES	2

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