

# Real Estate Market Overview 2007

## El Paso

Nestled at the foot of the Franklin Mountains, the City of El Paso is bordered by Mexico on the south and New Mexico to the north. With a 2000 population of 563,622, El Paso is the fifth largest city in Texas. Across the Texas-Mexico border from El Paso is Juarez, with a population of 1.3 million. The El Paso-Juarez community comprises the largest metropolitan area on the border between the United States and Mexico. El Paso is also the home of Lee Trevino, a popular championship professional golfer.

Quick Facts	
Land Area	1,013 square miles
2006 Population Density	726.9 people per square mile
Counties	El Paso
Area Cities and Towns	
Anthony, Canutillo, Clint, El Paso, Fabens, Horizon City, San Elizario, Socorro, Tornillo	

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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## El Paso Market Overview 2007 Demographics

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**El Paso MSA Population**

Year	Population	Percent Change
1996	656,482	-
1997	665,066	1.3
1998	671,250	0.9
1999	675,397	0.6
2000	679,622	0.6
2001	687,635	1.2
2002	693,682	0.9
2003	702,507	1.3
2004	712,617	1.4
2005	721,598	1.3
2006	736,310	2.0

\* July 1 population estimates

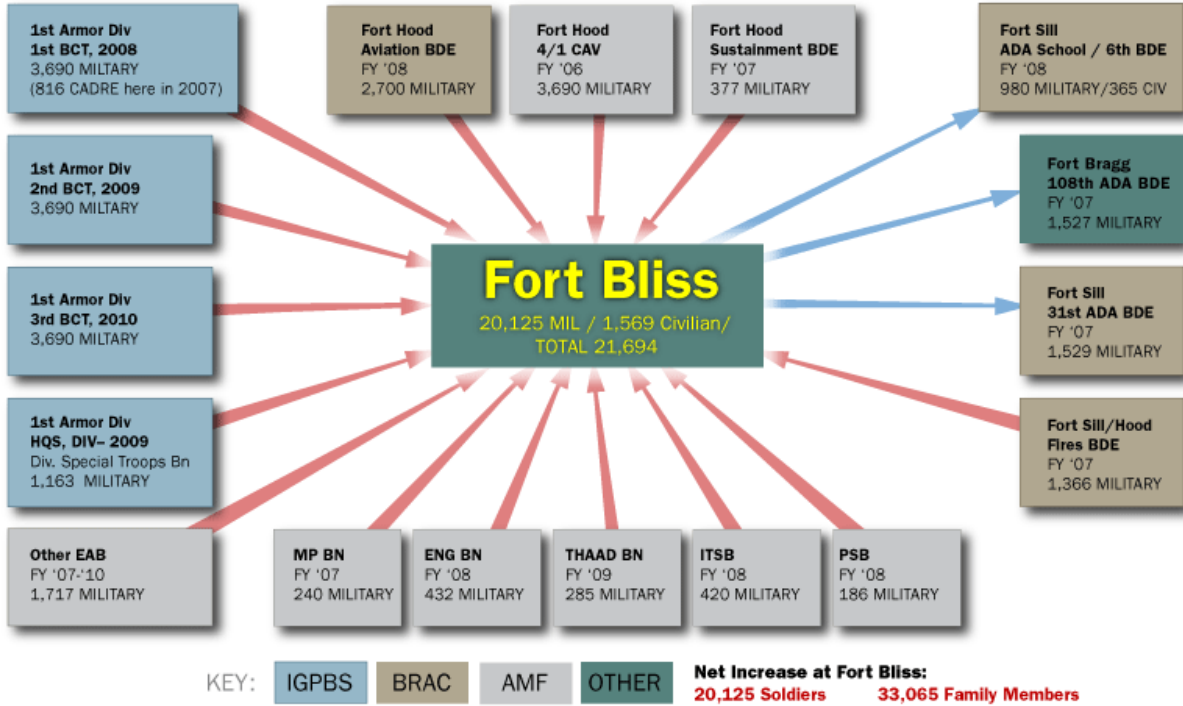
Source: U.S. Census Bureau

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

City	1990 Population	2000 Population	Growth 1990 - 2000 (in percent)
El Paso	515,342	563,662	9.4
Socorro	22,995	27,152	18.1

Source: U.S. Census Bureau

## MIGRATION DATA: FORT BLISS 2010



Source: El Paso Regional Economic Development Corporation

**Texas Metropolitan Area Population\* Change**

<b>Metropolitan Area</b>	<b>1996</b>	<b>2006</b>	<b>Percent Change</b>
Austin-Round Rock	1,073,037	1,513,565	41.1
McAllen-Edinburg-Mission	503,411	700,634	39.2
Laredo	171,583	231,470	34.9
Dallas-Fort Worth-Arlington	4,627,649	6,003,967	29.7
Houston-Sugar Land-Baytown	4,334,020	5,539,949	27.8
Brownsville-Harlingen	312,086	387,717	24.2
San Antonio	1,599,427	1,942,217	21.4
<b>Texas</b>	<b>19,340,342</b>	<b>22,859,968</b>	<b>18.2</b>
Tyler	166,087	194,635	17.2
Sherman-Denison	102,993	118,478	15.0
<b>El Paso</b>	<b>656,482</b>	<b>736,310</b>	<b>12.2</b>
College Station-Bryan	172,341	192,152	11.5
Amarillo	217,579	241,515	11.0
Killeen-Temple-Fort Hood	318,613	351,322	10.3
Waco	205,894	226,189	9.9
Midland	114,412	124,380	8.7
Longview	190,556	203,367	6.7
Lubbock	247,099	261,411	5.8
Texarkana	127,694	134,510	5.3
Victoria	108,636	114,088	5.0
Odessa	121,519	127,462	4.9
Corpus Christi	398,529	415,810	4.3
San Angelo	104,574	105,752	1.1
Abilene	156,351	158,063	1.1
Beaumont-Port Arthur	380,417	379,640	-0.2
Wichita Falls	151,170	145,528	-3.7

\* July 1 population estimates

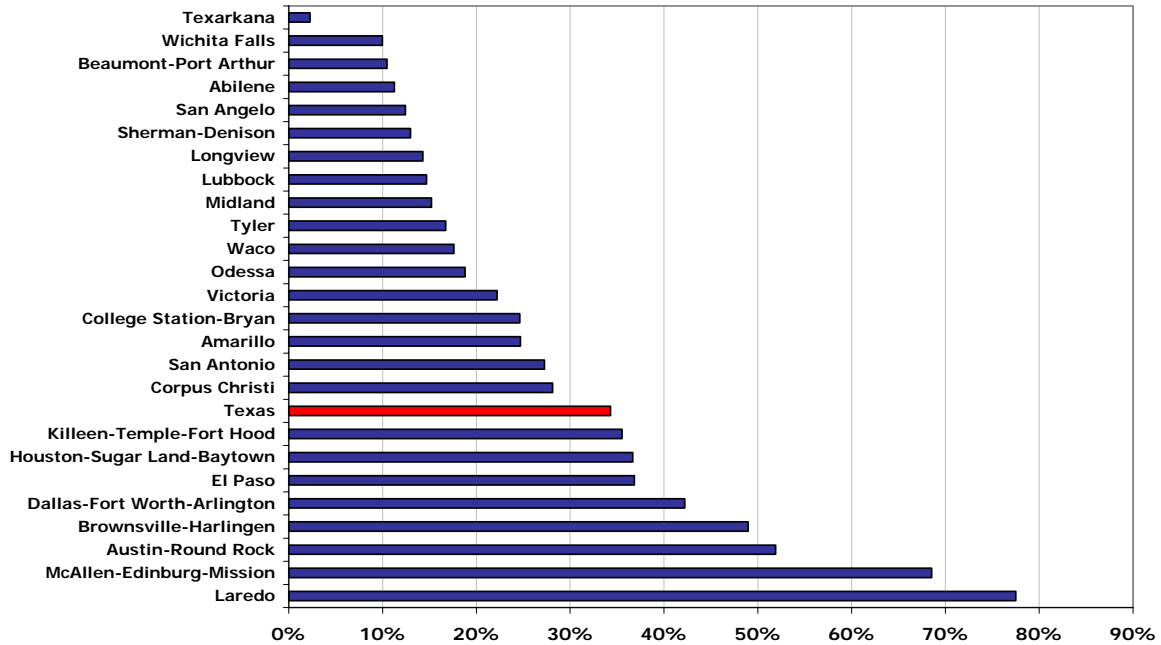
Source: U.S. Census Bureau

**El Paso MSA Projected Population**

<b>Year</b>	<b>Texas State Data Center (Scenario 0.5)</b>	<b>Texas Water Development Board</b>
2000	679,622	679,622
2005	740,648	-
2010	804,655	826,062
2015	869,427	-
2020	930,007	986,443
2025	987,926	-
2030	1,045,267	1,127,206
2035	1,100,977	-
2040	1,153,058	1,248,609

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**

	El Paso MSA	Texas
Average household size (2000)	3.18	2.74
Population younger than 18 (2000, in percent)	32.0	28.2
Population 65 and older (2000, in percent)	9.7	9.9

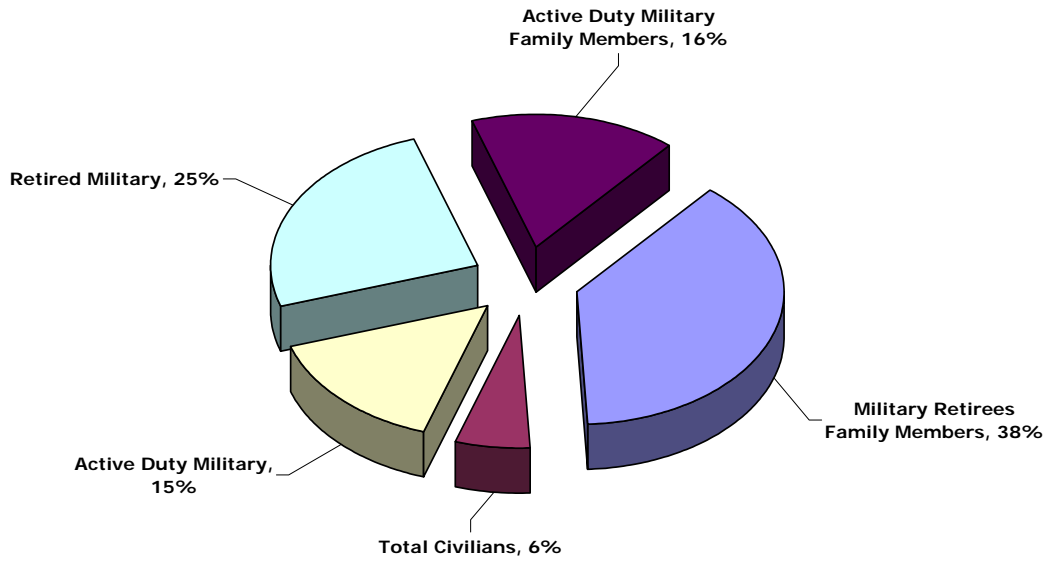
Source: U.S. Census Bureau (1999 definition)

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

	El Paso MSA	Texas
White	73.9	71.0
Black	3.1	11.5
Asian	1.0	2.7
American Indian	0.8	0.6
Other	17.9	11.7
Two or more races	3.2	2.5
Hispanic (of any race)	78.2	32.0

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

**Fort Bliss Population Profile  
Year-End 2006**



Source: City of El Paso

## El Paso Market Overview 2007 Education

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

County	High school graduate	Some college, no degree	Associate's degree	Bachelor's degree	Master's degree	Doctorate degree
El Paso	22.5	21.6	5.0	11.0	3.5	0.5
<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 2000 Census

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

Level of Education	El Paso MSA	Texas
High School Graduate or Higher	65.8	75.7
Bachelor's Degree or Higher	16.6	23.2

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

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

School	2002	2003	2004	2005	2006
El Paso Community College	19,644	22,704	23,828	24,239	23,801
University of Texas at El Paso	17,232	18,542	18,918	19,257	19,842

Source: Texas Higher Education Coordinating Board

## El Paso Market Overview 2007 Employment

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### Top Ten Employers

Employer	Sector	Employees
El Paso Independent School District	Education	8,663
Fort Bliss Civilian	Government	6,620
Ysleta Independent School District	Education	6,500
City of El Paso	Government	6,264
University of Texas at El Paso	Education	4,836
Wal-Mart	Retail	4,323
T&T Staff Management	Remediation services	4,305
Tenet Hospital Ltd.	Hospital	4,000
Socorro Independent School District	Education	3,995
Echospere Corp.	Business support services	3,780

Source: City of El Paso, Economic Development Department Fall 2006

### Top Ten Private Employers

Employer	Sector	Employees
Wal-Mart	Retail	4,323
T&T Staff Management	Remediation services	4,305
Tenet Hospital Ltd.	Hospital	4,000
Echospere Corp.	Business support services	3,780
Readyone Industries	Government contractor	3,005
Allegiance Healthcare Corp.	Hospital	1,838
RE Thomason General Hospital	Hospital	1,650
RM Personnel Inc.	Administrative support	1,583
El Paso Healthcare Systems Ltd.	Hospital	1,300
Genpact	Data processing	1,200

Source: City of El Paso, Economic Development Department Fall 2006

### El Paso MSA

#### Nonfarm Employment

Year	Employment	Percent Change
1996	236,700	-
1997	243,100	2.7
1998	247,900	2.0
1999	251,300	1.4
2000	256,400	2.0
2001	255,100	-0.5
2002	256,100	0.4
2003	255,000	-0.4
2004	257,200	0.9
2005	260,800	1.4
2006	264,800	1.5

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

**Employment Growth by Industry**

	<b>El Paso MSA</b>	<b>Texas</b>
Employment Growth 2006 (Percent Change)	1.5	3.3
Unemployment Rate 2006 (Percent Change)	6.7	4.9
Net Job Change in 2006	4,000	318,300
<b>2006 Employment Growth by Sector (Percent Change)</b>		
Natural Resources and Mining and Construction	2.4	7.5
Manufacturing	-3.5	3.2
Trade, Transportation, and Utilities	3.6	2.5
Information	-2.1	-0.4
Financial Activities	-5.2	2.6
Professional and Business Services	10.6	6.0
Educational and Health Services	-0.9	2.8
Leisure and Hospitality	1.6	3.9
Government	0.7	1.7

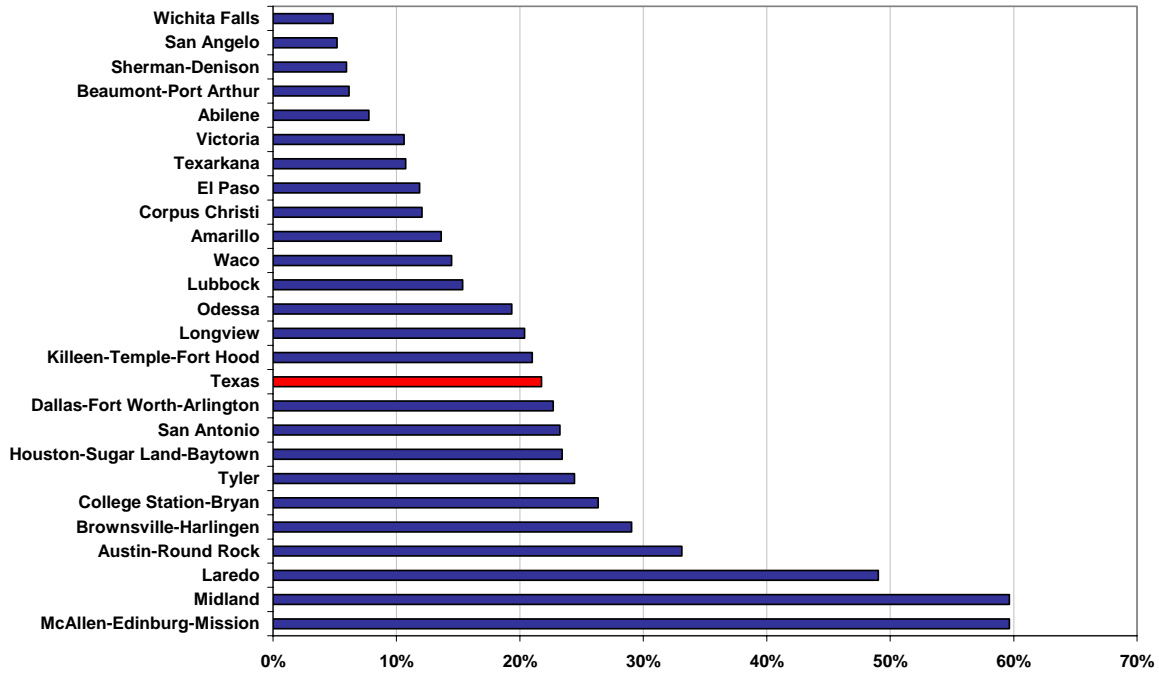
Source: Texas Workforce Commission and Real Estate Center at Texas A&M University

**Texas Metropolitan Area Nonfarm Employment Change**

<b>Metropolitan Area</b>	<b>1996</b>	<b>2006</b>	<b>Percent Change</b>
McAllen-Edinburg-Mission	126,900	202,600	59.7
Midland	126,900	202,600	59.7
Laredo	56,500	84,200	49.0
Austin-Round Rock	540,900	720,000	33.1
Brownsville-Harlingen	94,000	121,300	29.0
College Station-Bryan	71,400	90,200	26.3
Tyler	73,700	91,700	24.4
Killeen-Temple-Fort Hood	97,600	118,100	21.0
Dallas-Fort Worth-Arlington	2,331,600	2,860,800	22.7
San Antonio	658,300	811,300	23.2
Longview	76,100	91,600	20.4
Houston-Sugar Land-Baytown	1,981,700	2,446,000	23.4
<b>Texas</b>	<b>8,257,900</b>	<b>10,053,300</b>	<b>21.7</b>
Lubbock	111,300	128,400	15.4
Waco	92,600	106,000	14.5
Corpus Christi	155,100	173,800	12.1
Odessa	48,100	57,400	19.3
Amarillo	96,900	110,100	13.6
Victoria	45,200	50,000	10.6
<b>El Paso</b>	<b>236,700</b>	<b>264,800</b>	<b>11.9</b>
Texarkana	50,300	55,700	10.7
Sherman-Denison	42,000	44,500	6.0
Abilene	60,600	65,300	7.8
San Angelo	42,500	44,700	5.2
Wichita Falls	59,600	62,500	4.9
Beaumont-Port Arthur	151,200	160,500	6.2

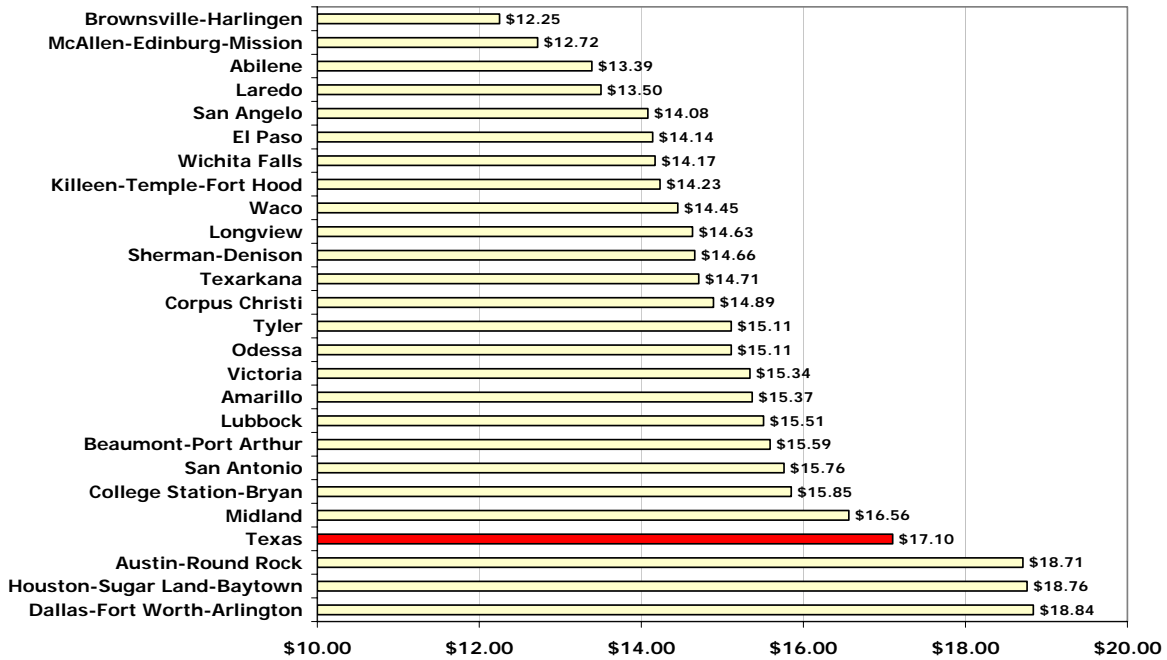
Source: Texas Workforce Commission and Real Estate Center at Texas A&M University

**Metropolitan Area Nonfarm Employment Change  
 1996-2006**



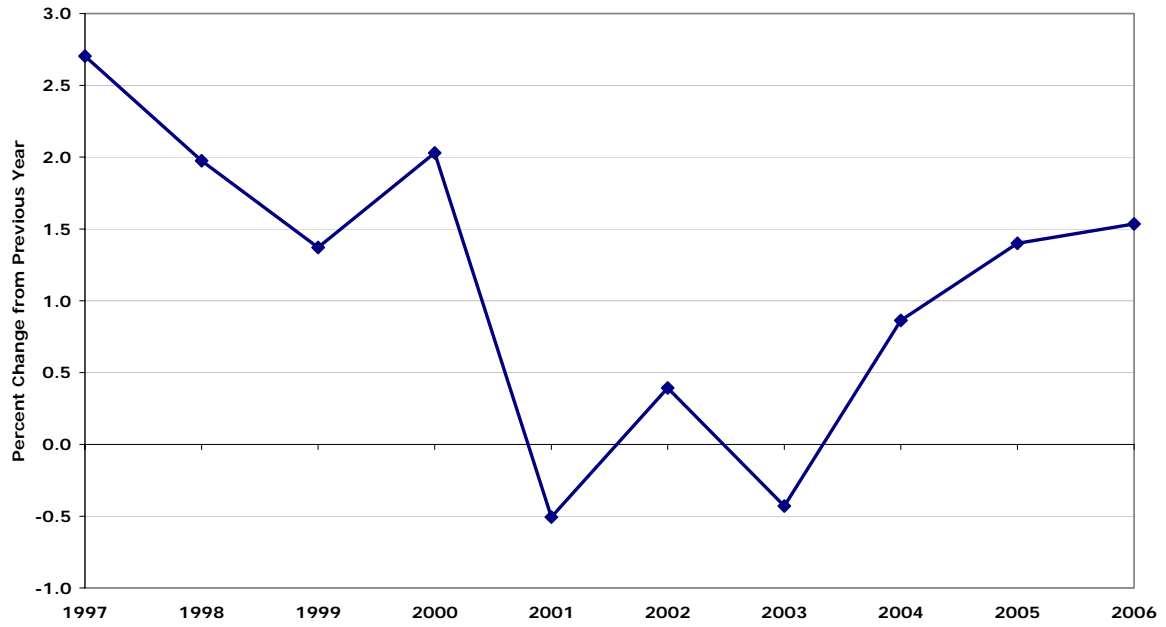
Source: Texas Workforce Commission and Real Estate Center

**Average Hourly Wage  
 2005**



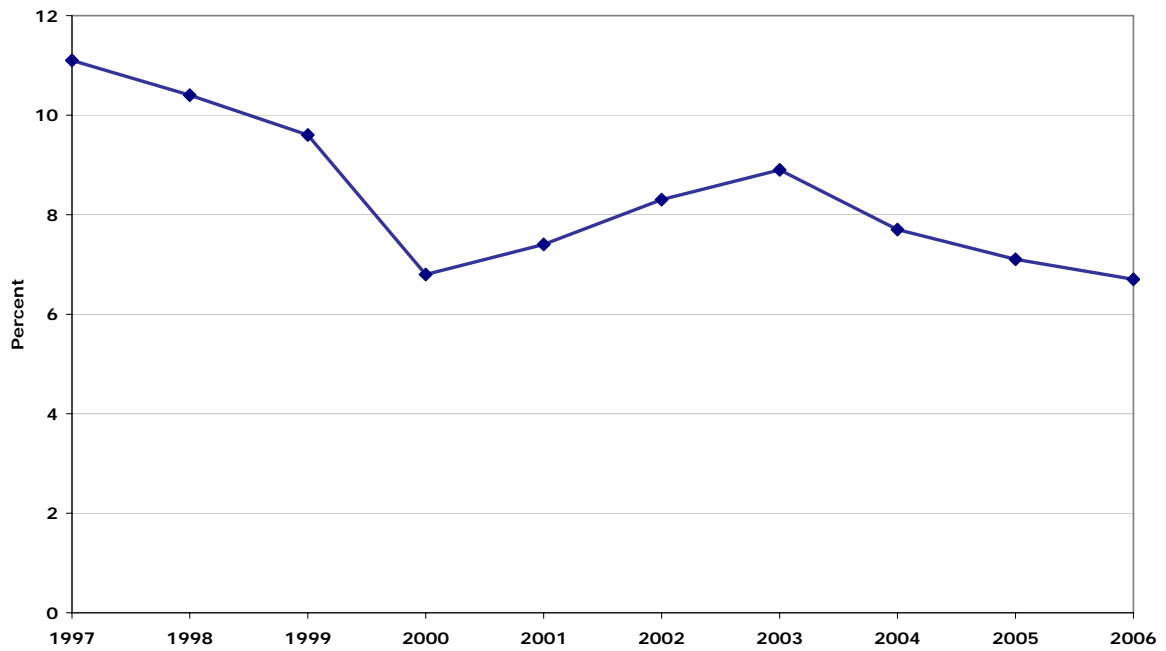
Source: Texas Workforce Commission

**Nonfarm Employment Growth  
El Paso MSA**



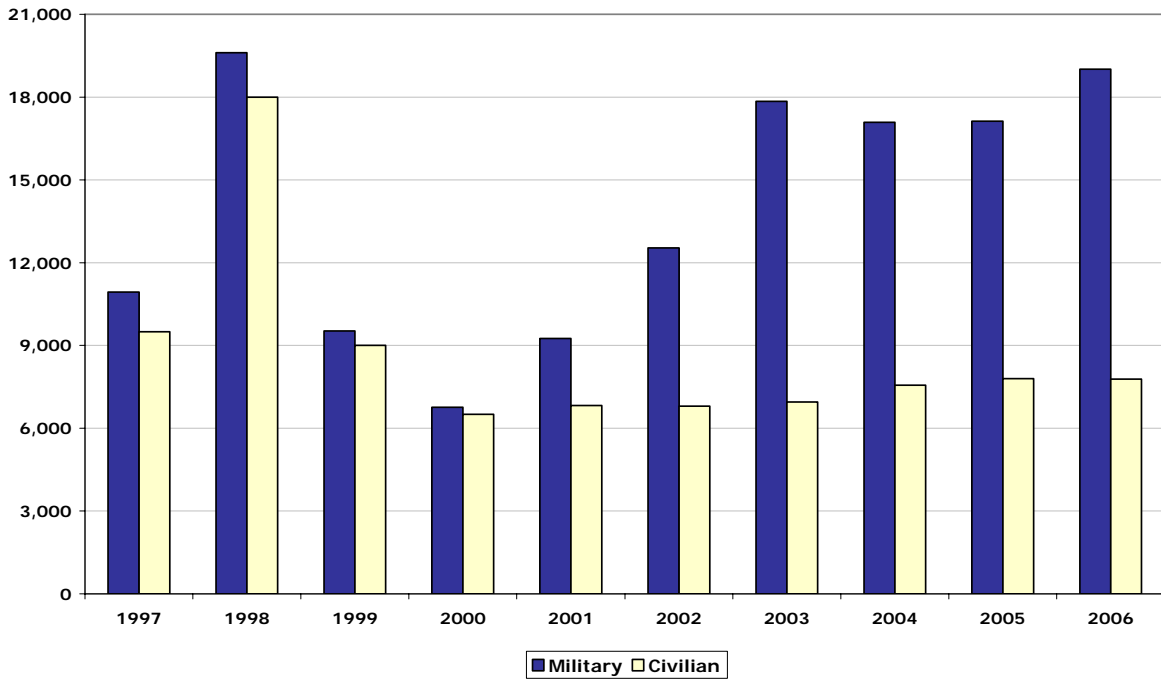
Source: Texas Workforce Commission and Real Estate Center at Texas A&M University

**El Paso MSA  
Unemployment Rate**



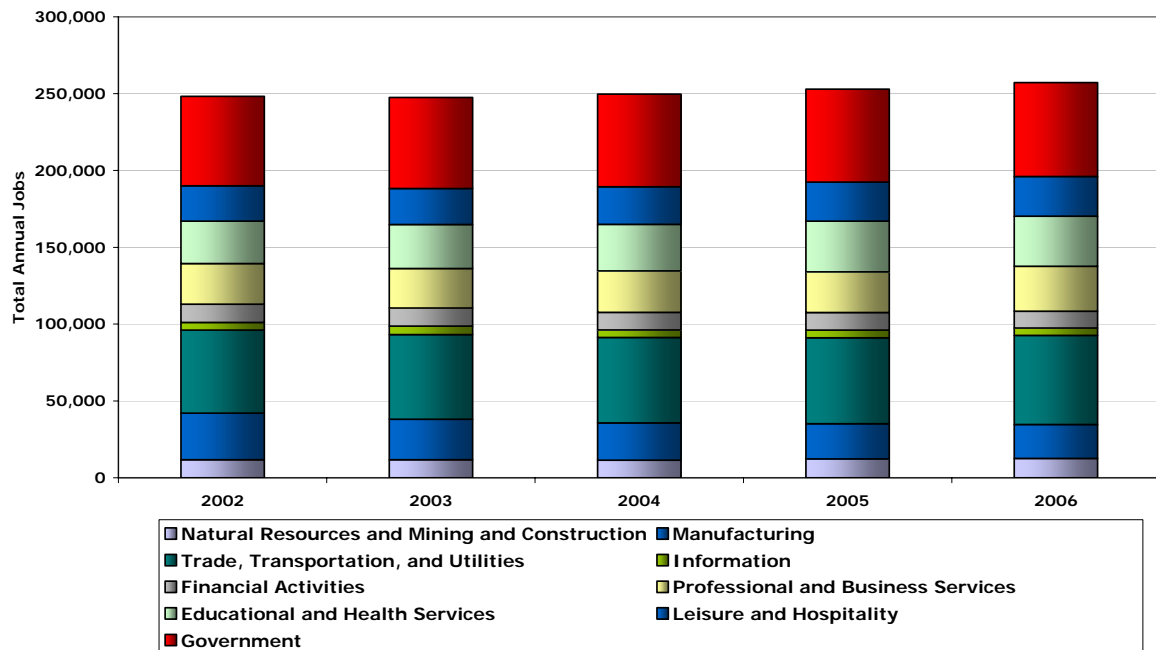
Source: Texas Workforce Commission and Real Estate Center at Texas A&M University

Fort Bliss Employment



Source: City of El Paso

Distribution of Employment in Major Categories  
 El Paso MSA



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

## El Paso Market Overview 2007 Economy

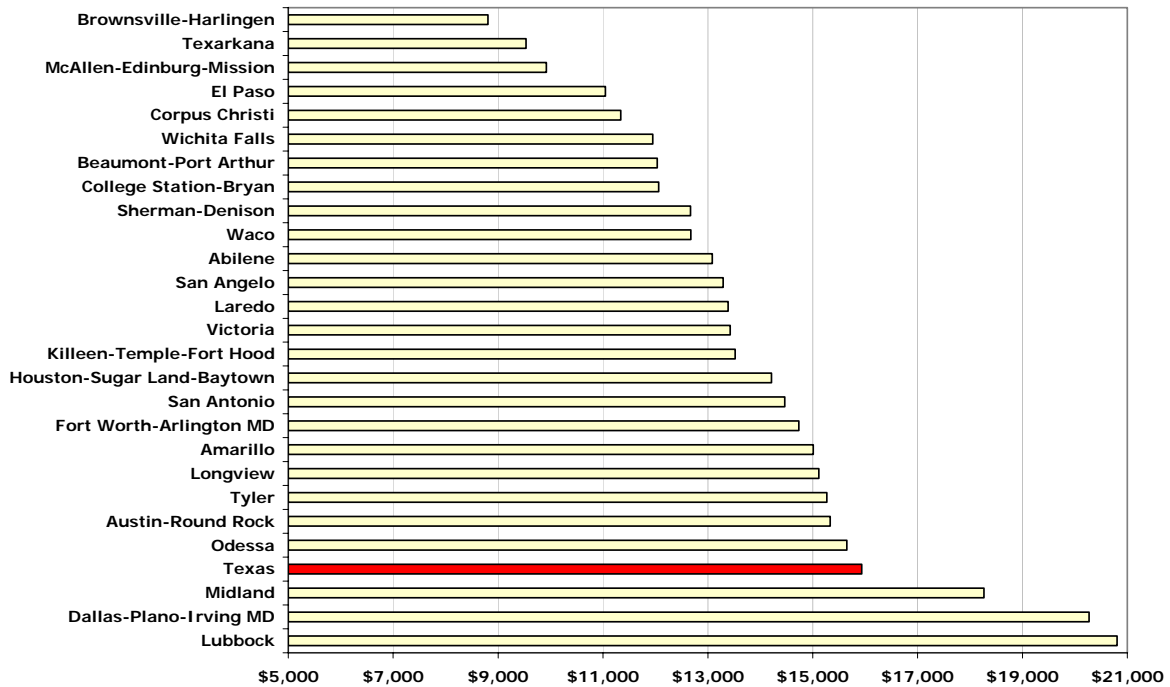
**El Paso MSA Gross Retail Sales**

Year	Total Sales	Sales per Capita
1995	\$4,871,535,643	#N/A
1996	\$5,258,414,674	\$8,010
1997	\$5,050,367,254	\$7,594
1998	\$5,309,167,256	\$7,909
1999	\$5,884,997,029	\$8,713
2000	\$6,343,535,589	\$9,334
2001	\$6,354,119,088	\$9,241
2002	\$6,655,119,764	\$9,594
2003	\$6,904,361,795	\$9,828
2004	\$7,325,317,837	\$10,279
2005	\$7,973,196,949	\$11,049
State Average 2005:		\$15,935

\* 2006 data not available as of April 15, 2007.

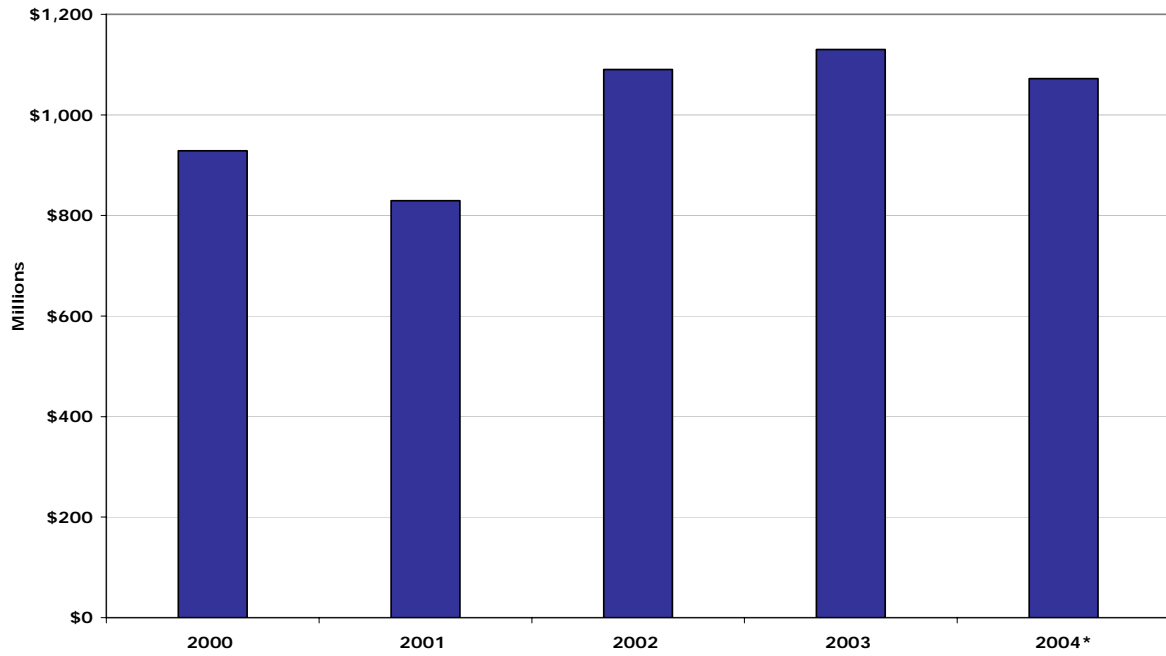
Source: Texas Comptroller's Office

**Gross Retail Sales per Capita  
 2005**



Source: Texas Comptroller's Office

**Ft. Bliss Economic Impact**



Source: City of El Paso

\*As of April 2007, 2004 (Jan. – Sept.) is the most current data.

## El Paso Market Overview 2007 Infrastructure

### El Paso International Airport Activity

Airport	2002	2003	2004	2005	2006
<b>El Paso International Airport</b>					
Enplaned	1,449,965	1,463,976	1,612,606	1,697,683	1,714,552
Deplaned	1,425,751	1,446,687	1,591,800	1,673,763	1,687,778
<b>Total</b>	<b>2,875,716</b>	<b>2,910,663</b>	<b>3,204,406</b>	<b>3,371,446</b>	<b>3,402,330</b>

Source: El Paso International Airport

### El Paso International Cargo (units in tons)

Airport	2002	2003	2004	2005	2006
<b>El Paso International Airport</b>					
Enplaned	35,075	36,556	35,912	38,140	36,064
Deplaned	51,668	45,366	46,747	48,095	47,402
<b>Total</b>	<b>86,743</b>	<b>81,922</b>	<b>82,659</b>	<b>86,235</b>	<b>83,467</b>

Source: El Paso International Airport

### Border Crossings\*

	2002	2003	2004	2005	2006
<b>Pedestrian Crossings</b>					
Northbound	8,268,991	7,715,504	7,500,916	6,765,909	6,095,561
Southbound	6,039,402	5,411,956	5,930,117	5,563,777	5,295,157
<b>Total</b>	<b>14,308,393</b>	<b>13,127,460</b>	<b>13,431,033</b>	<b>12,329,686</b>	<b>11,390,718</b>
<b>Vehicle Crossings</b>					
Northbound	7,572,650	7,565,603	7,621,214	7,096,912	6,413,089
Southbound	4,316,436	4,512,110	4,439,944	4,745,048	4,771,989
<b>Total</b>	<b>11,889,086</b>	<b>12,077,713</b>	<b>12,061,158</b>	<b>11,841,960</b>	<b>11,185,078</b>
<b>Rail Crossings</b>					
Northbound	30,437	21,045	58,565	65,522	66,698
Southbound	-	-	-	-	0
<b>Total</b>	<b>30,437</b>	<b>21,045</b>	<b>58,565</b>	<b>65,522</b>	<b>66,698</b>
<b>Truck Crossings**</b>					
Northbound	704,199	659,614	607,578	740,654	518,970
Southbound	307,203	281,589	292,288	306,406	322,252
<b>Total</b>	<b>1,011,402</b>	<b>941,203</b>	<b>899,866</b>	<b>1,047,060</b>	<b>841,222</b>

\* Due to the different data gathering procedures that each bridge system follows, 2006 year-to-end data may not reflect all twelve months and may be subject to change till the following year.

\*\* Includes only 2 to 6 axle loaded and unloaded commercial vehicles.

Source: Texas A&M International University, Texas Center for Border Economic and Enterprise Development  
 April-2007

## El Paso Market Overview 2007 Public Facilities

El Paso City Public Facilities Building Permits 2005\*



El Paso City Building Permit Office  
\* 2006 data not available as of April 15, 2007.

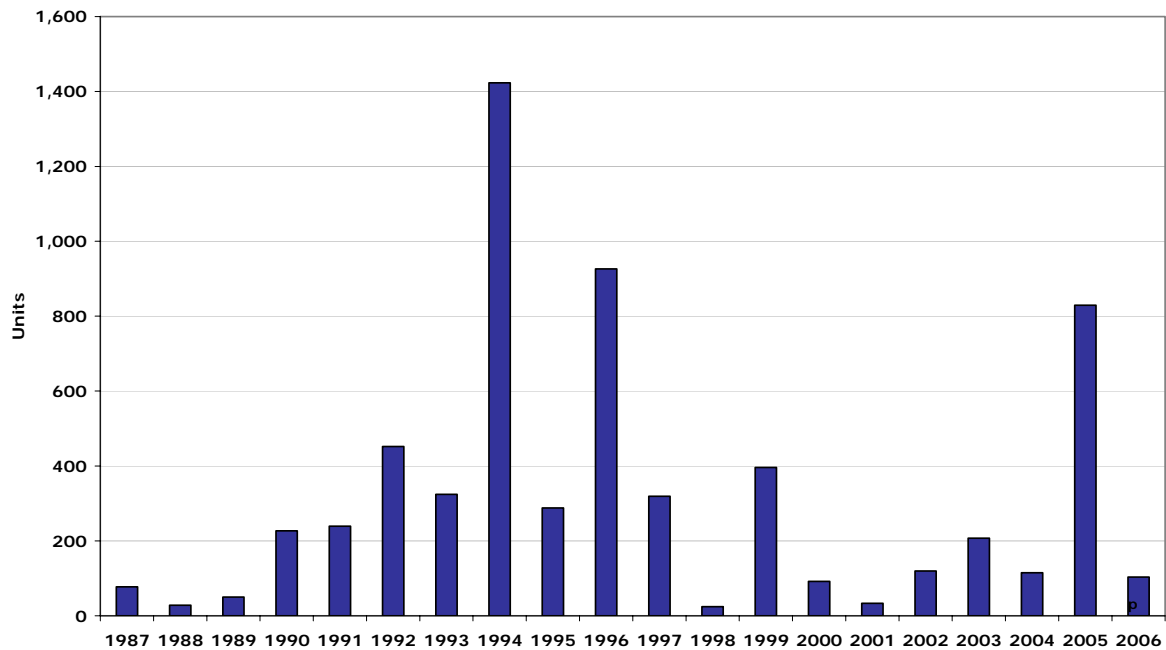
## El Paso Market Overview 2007 Multifamily

**El Paso Apartment Statistics 2006**

	El Paso	Texas Metro Average
Average rent per square foot	\$0.68	\$0.77
Average rent for units built since 2000	\$0.67	\$0.86
Average occupancy	95.3%	92.8%
Average occupancy for units built since 2000	96.4%	94.1%

Source: Apartment MarketData Research

**El Paso MSA  
 Multifamily Building Permits  
 5+ Multifamily Building Permits**



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

2006 figure is a preliminary number.

**El Paso City Multifamily Building Permits 2005\***



El Paso City Building Permit Office  
\* 2006 data not available as of April 15, 2007.

## El Paso Market Overview 2007 Housing

**2006 Housing Affordability Index**

MLS	2006 Median- Priced Home	Required Income to Qualify	Median Family Income	HAI*	HAI for First-Time Homebuyers**
El Paso	\$127,500	\$31,366	\$39,500	1.26	0.78
State	\$143,000	\$35,179	\$54,300	1.54	1.05
US	\$221,900	\$54,139	\$59,600	1.10	0.62

\* 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

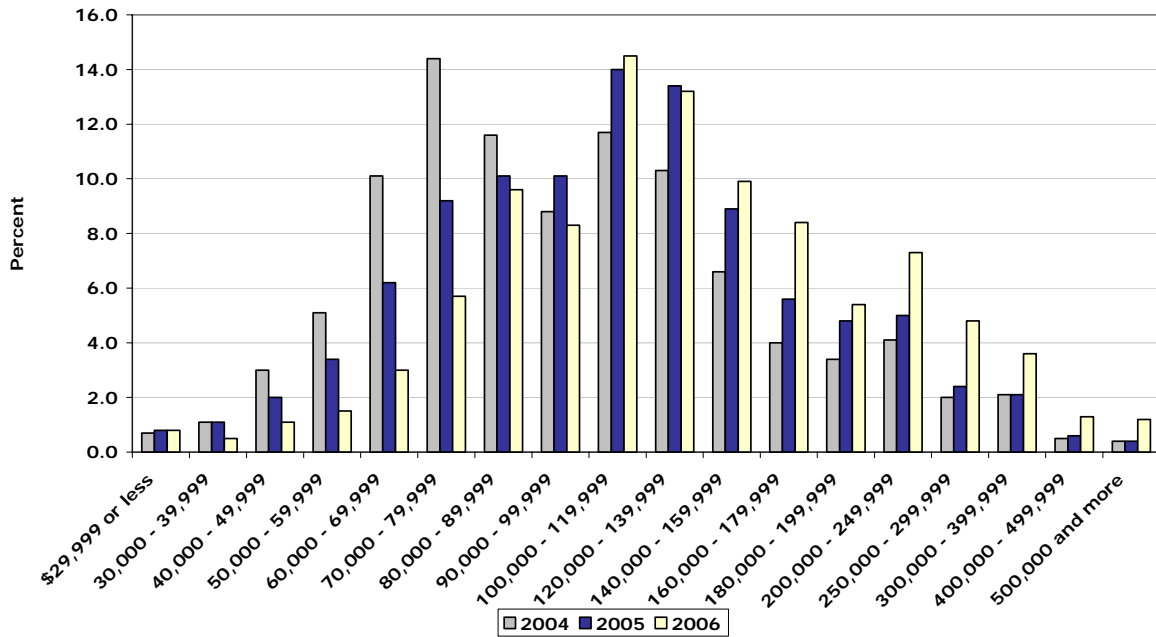
**Price Distribution of MLS Homes Sold, El Paso Area**

(in percent)

Price Range	2000	2001	2002	2003	2004	2005	2006
\$29,999 or less	0.9	0.9	1.0	0.8	0.7	0.8	0.8
30,000 - 39,999	1.7	1.6	1.8	1.4	1.1	1.1	0.5
40,000 - 49,999	4.6	4.4	3.2	3.1	3.0	2.0	1.1
50,000 - 59,999	12.5	8.5	7.5	6.1	5.1	3.4	1.5
60,000 - 69,999	16.4	15.3	13.6	12.1	10.1	6.2	3.0
70,000 - 79,999	13.1	11.5	13.4	12.5	14.4	9.2	5.7
80,000 - 89,999	12.4	11.1	11.2	12.1	11.6	10.1	9.6
90,000 - 99,999	7.1	7.8	8.2	8.4	8.8	10.1	8.3
100,000 - 119,999	9.2	11.6	11.3	12.2	11.7	14.0	14.5
120,000 - 139,999	6.5	9.4	9.0	10.3	10.3	13.4	13.2
140,000 - 159,999	4.3	5.2	6.0	6.3	6.6	8.9	9.9
160,000 - 179,999	3.3	3.7	4.1	3.8	4.0	5.6	8.4
180,000 - 199,999	2.2	2.6	2.6	2.9	3.4	4.8	5.4
200,000 - 249,999	3.2	3.0	3.4	4.0	4.1	5.0	7.3
250,000 - 299,999	1.3	1.5	1.7	1.7	2.0	2.4	4.8
300,000 - 399,999	0.9	1.4	1.3	1.6	2.1	2.1	3.6
400,000 - 499,999	0.2	0.3	0.4	0.6	0.5	0.6	1.3
500,000 and more	0.2	0.2	0.3	0.2	0.4	0.4	1.2

Source: Real Estate Center at Texas A&M University

**Price Distribution of MLS Homes Sold  
 El Paso Area**



Source: Real Estate Center at Texas A&M University

**Property Tax Rates, 2006:  
 County, Major City, Major School District**

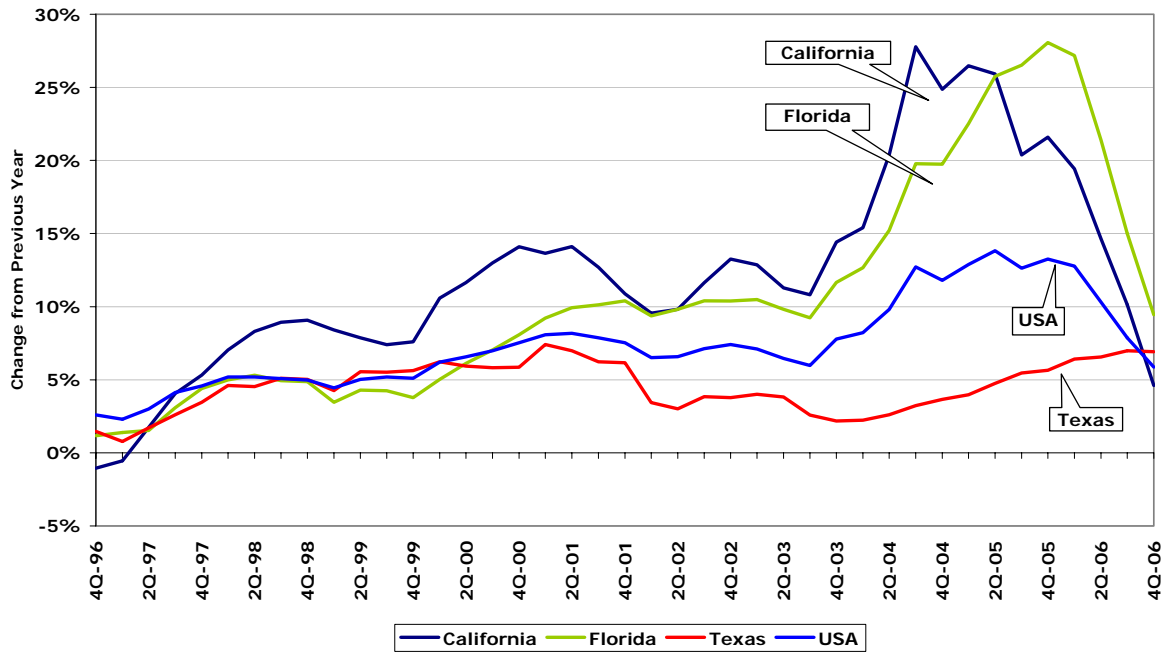
Taxing Entity*	Tax Rate per \$100 Valuation
City of El Paso	0.6723
El Paso ISD	1.5235
El Paso County	0.3914
<b>Total</b>	<b>\$2.59</b>

\* 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. See following link for a more complete list: [http://www.elpasotexas.gov/tax\\_office/](http://www.elpasotexas.gov/tax_office/)

Source: City of El Paso Tax Office

### National Home Price Appreciation

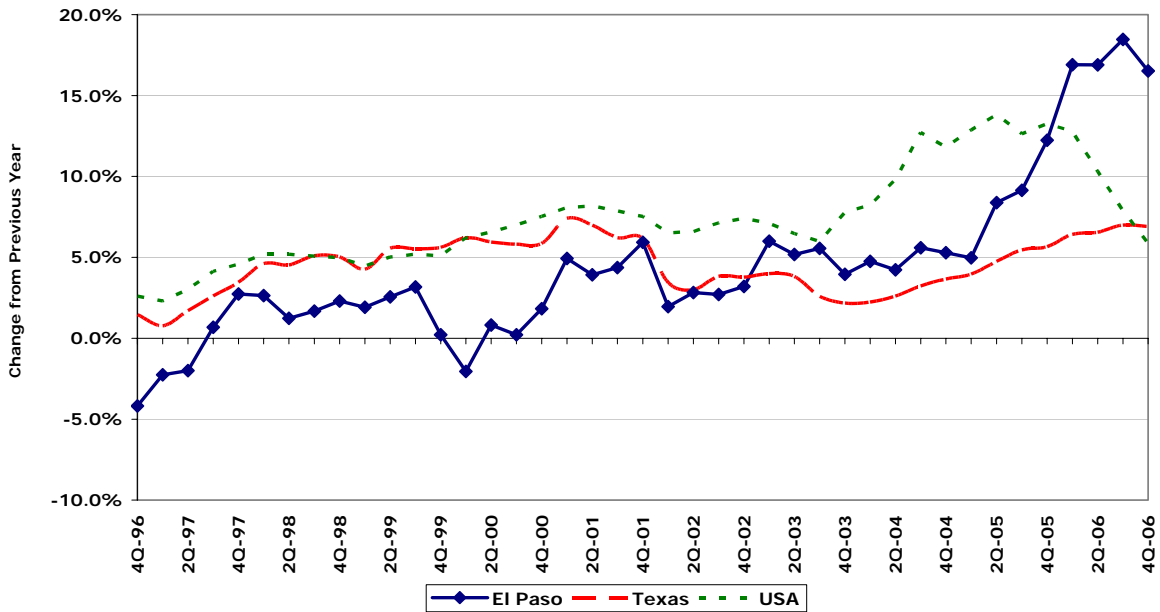
The HPI for each geographic area is estimated using repeated observations of housing values for individual single-family residential properties on which at least two mortgages were originated and subsequently purchased by either Freddie Mac or Fannie Mae.



Source: Office of Federal Housing Enterprise Oversight

### Home Price Appreciation El Paso 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

Real Estate Center Market Overview 2007  
El Paso, TX

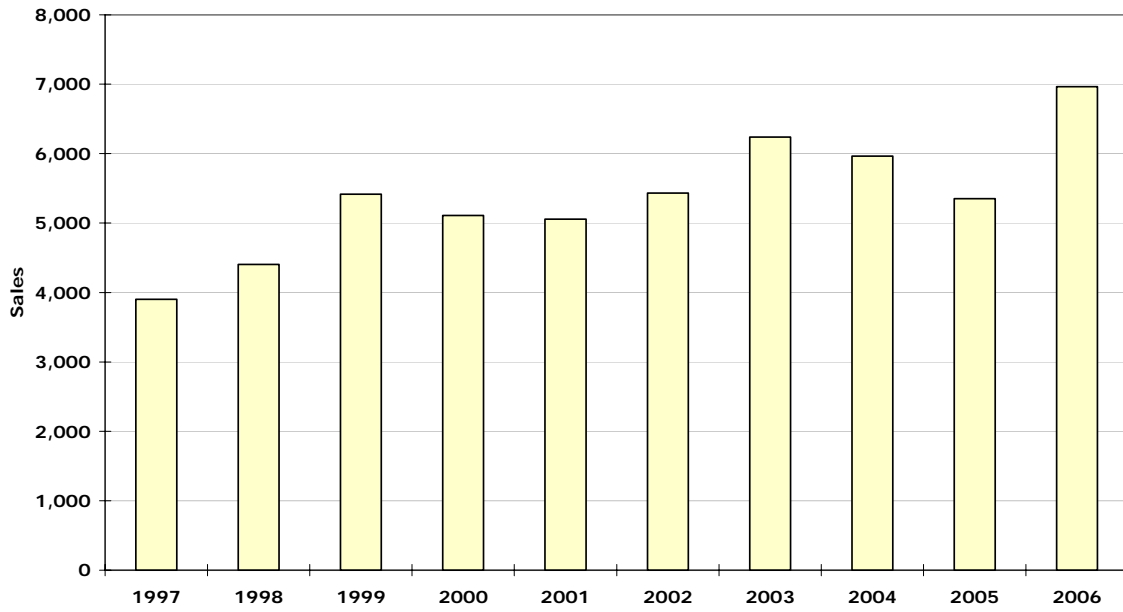
2005 Occupied Housing Unit Characteristics

Housing Unit Characteristics	El Paso 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	148,297	79,194	227,491	5,162,604	2,815,491	7,978,095
<b>Household Size</b>						
1-person household	15.8%	28.6%	20.2%	19.1%	35.0%	24.7%
2-person household	28.2%	24.3%	26.8%	34.2%	25.8%	31.2%
3-person household	18.3%	18.1%	18.3%	17.2%	16.0%	16.8%
4-or-more-person household	37.7%	29.0%	34.7%	29.5%	23.2%	27.3%
<b>Race and Hispanic or Latino Origin of Householder</b>						
One Race						
White	78.3%	79.0%	78.6%	79.0%	66.2%	74.5%
Black or African American	3.3%	4.0%	3.5%	8.2%	17.9%	11.6%
American Indian and Alaska Native	0.7%	0.4%	0.6%	0.5%	0.6%	0.6%
Asian	0.7%	1.6%	1.0%	2.9%	3.1%	3.0%
Native Hawaiian and Other Pacific Islander	-	-	0.1%	0.0%	0.1%	0.0%
Some other race	15.5%	13.2%	14.7%	8.3%	10.8%	9.2%
Two or more races	1.4%	1.9%	1.6%	1.0%	1.4%	1.2%
<b>Age of Householder</b>						
Under 35 years	14.2%	41.5%	23.7%	14.4%	46.3%	25.6%
35 to 44 years	21.2%	19.6%	20.7%	21.9%	21.4%	21.7%
45 to 54 years	24.2%	17.2%	21.7%	24.1%	15.4%	21.0%
55 to 64 years	17.3%	10.6%	14.9%	18.1%	8.3%	14.7%
65 to 74 years	12.8%	5.2%	10.2%	11.9%	4.2%	9.2%
75 to 84 years	8.2%	4.8%	7.0%	7.6%	3.1%	6.1%
85 years and over	2.0%	1.2%	1.7%	2.0%	1.3%	1.8%
<b>Units in Structure</b>						
1, detached	88.6%	25.9%	66.8%	87.5%	28.3%	66.6%
1, attached	2.9%	5.8%	3.9%	2.3%	3.6%	2.8%
2 apartments	0.4%	5.0%	2.0%	0.3%	4.9%	1.9%
3 or 4 apartments	0.5%	9.3%	3.6%	0.4%	8.8%	3.3%
5 to 9 apartments	0.2%	14.7%	5.2%	0.3%	13.8%	5.1%
10 or more apartments	0.2%	31.6%	11.1%	0.7%	35.1%	12.9%
Mobile home or other type of housing	7.2%	7.6%	7.3%	8.5%	5.6%	7.5%
<b>Year Structure Built</b>						
2000 or later	12.3%	5.6%	9.9%	13.7%	10.9%	12.7%
1990 to 1999	18.4%	12.1%	16.2%	18.6%	14.8%	17.2%
1980 to 1989	17.3%	23.0%	19.2%	18.7%	22.5%	20.1%
1960 to 1979	31.9%	37.5%	33.8%	28.7%	35.0%	30.9%
1940 to 1959	15.8%	16.6%	16.0%	15.4%	12.4%	14.3%
1939 or earlier	4.5%	5.3%	4.8%	4.9%	4.5%	4.8%
<b>Bedrooms</b>						
No bedroom	0.4%	1.5%	0.8%	0.2%	1.5%	0.6%
1 bedroom	0.8%	31.1%	11.4%	2.1%	32.6%	12.9%
2 or 3 bedrooms	71.6%	62.1%	68.3%	70.8%	61.7%	67.6%
4 or more bedrooms	27.1%	5.2%	19.5%	26.8%	4.2%	18.9%
<b>Annual Household Income and Housing Costs*</b>						
Median household income (dollars)	\$39,834	\$18,364	\$30,968	\$54,610	\$26,782	\$42,139
Annual Median Housing Costs (dollars)	\$7,884	\$6,072	\$6,936	\$10,536	\$8,052	\$9,108
Housing Costs as a percentage of household income	19.8%	33.1%	22.4%	19.3%	30.1%	21.6%

\* in 2005 inflation-adjusted dollars

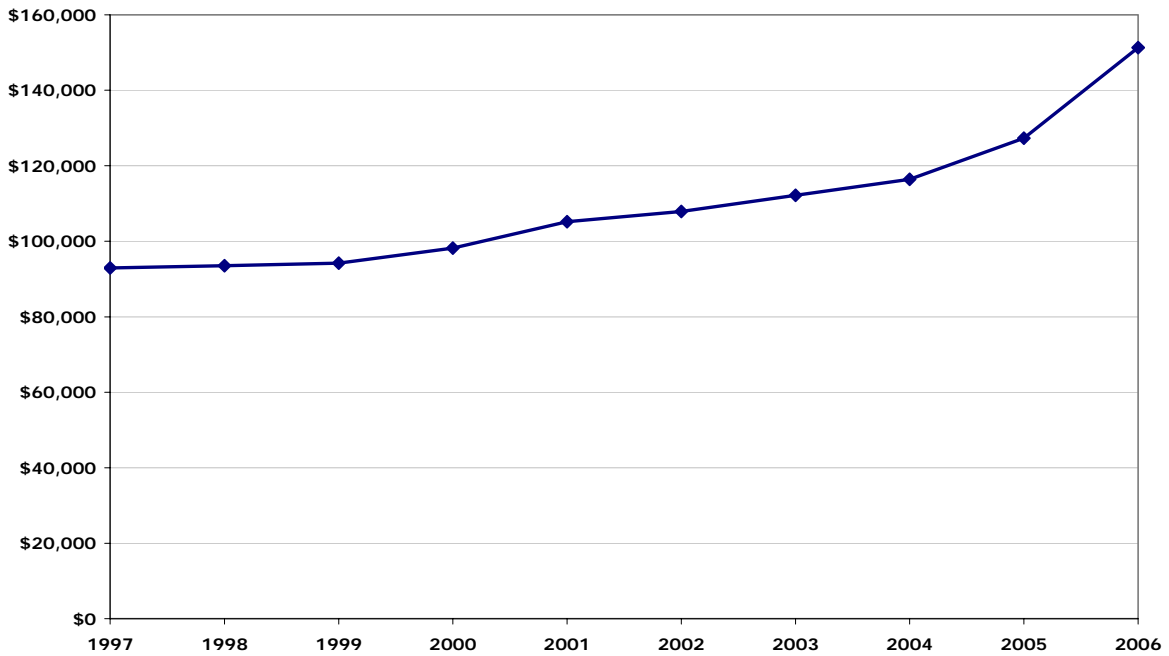
Source: U.S. Census Bureau 2005 and Real Estate Center at Texas A&M University

Yearly Homes Sales  
El Paso MLS



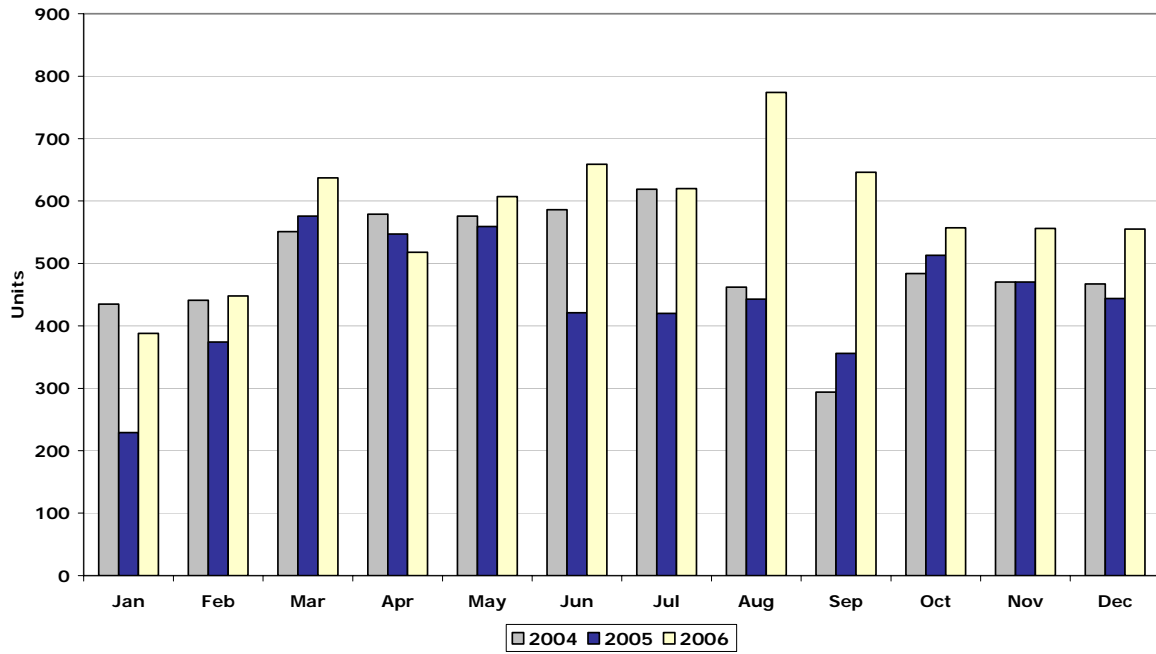
Source: Real Estate Center at Texas A&M University

Average Sales Price  
El Paso MLS



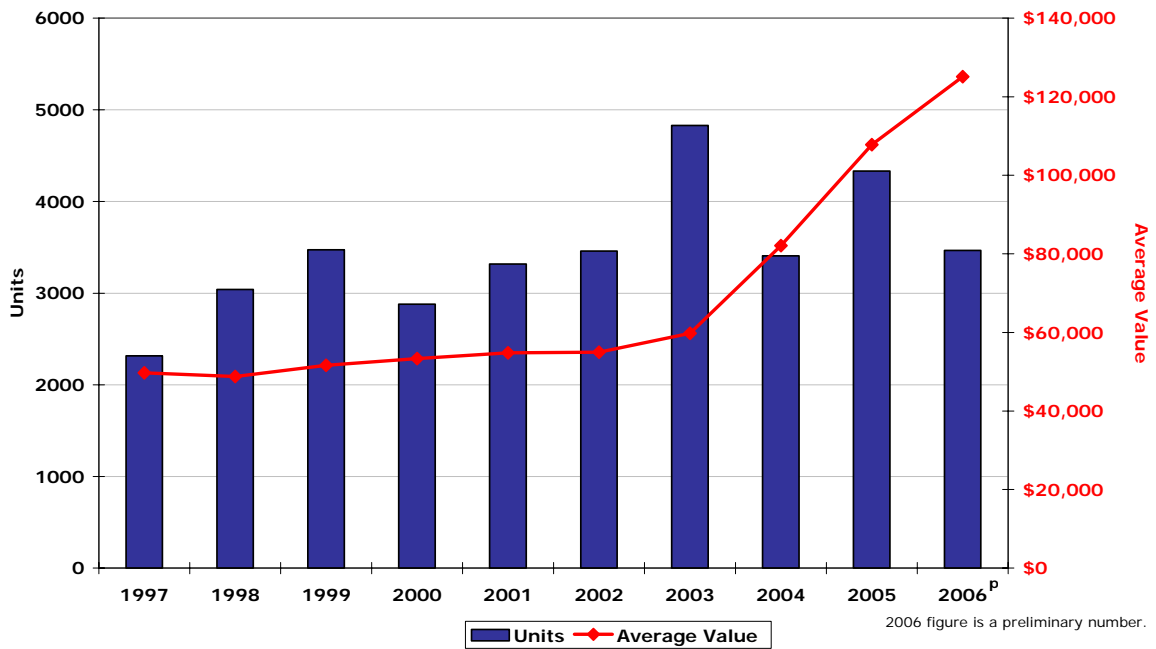
Source: Real Estate Center at Texas A&M University

**Single-Family Homes Sales Volume  
 El Paso MSA**



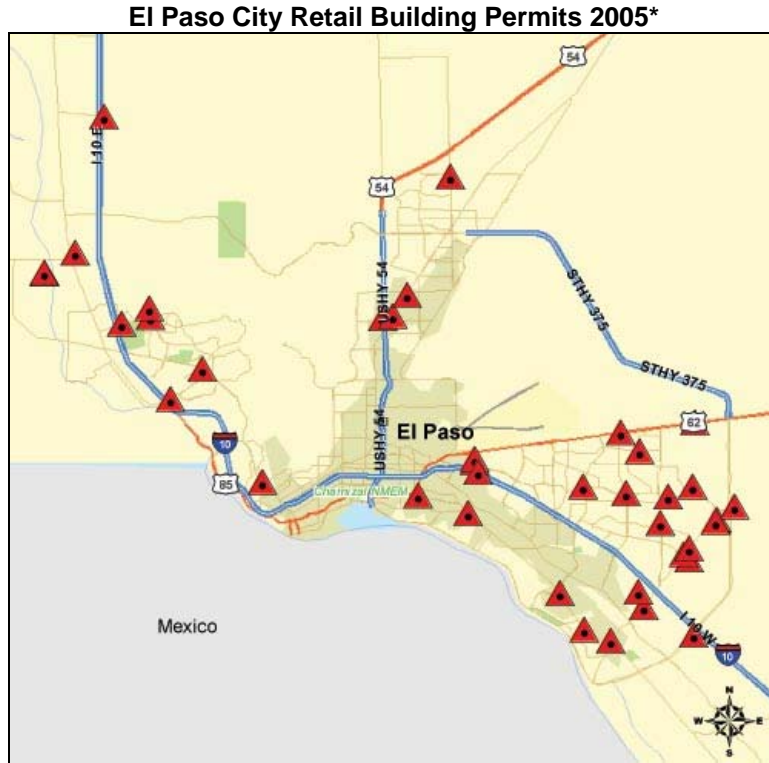
Source: Real Estate Center at Texas A&M University

**Single-Family Building Permits and Average Value  
 El Paso MSA**



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

## El Paso Market Overview 2007 Retail



El Paso City Building Permit Office  
\* 2006 data not available as of April 15, 2007.

## El Paso Market Overview 2007 Hotel

**Hotel Occupancy and Rental Rates**

	2005		2006	
	El Paso	Texas	El Paso	Texas
# Rooms 000's	7.7	333.6	7.7	341
Average daily rate	\$61.37	\$74.38	\$67.16	\$80.82
Occupancy rate (in percent)	66.6	59.9	70.5	61.1

\*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**

**El Paso City Hotel Building Permits 2005\***



El Paso City Building Permit Office  
 \* 2006 data not available as of April 15, 2007.

## El Paso Market Overview 2007 Office

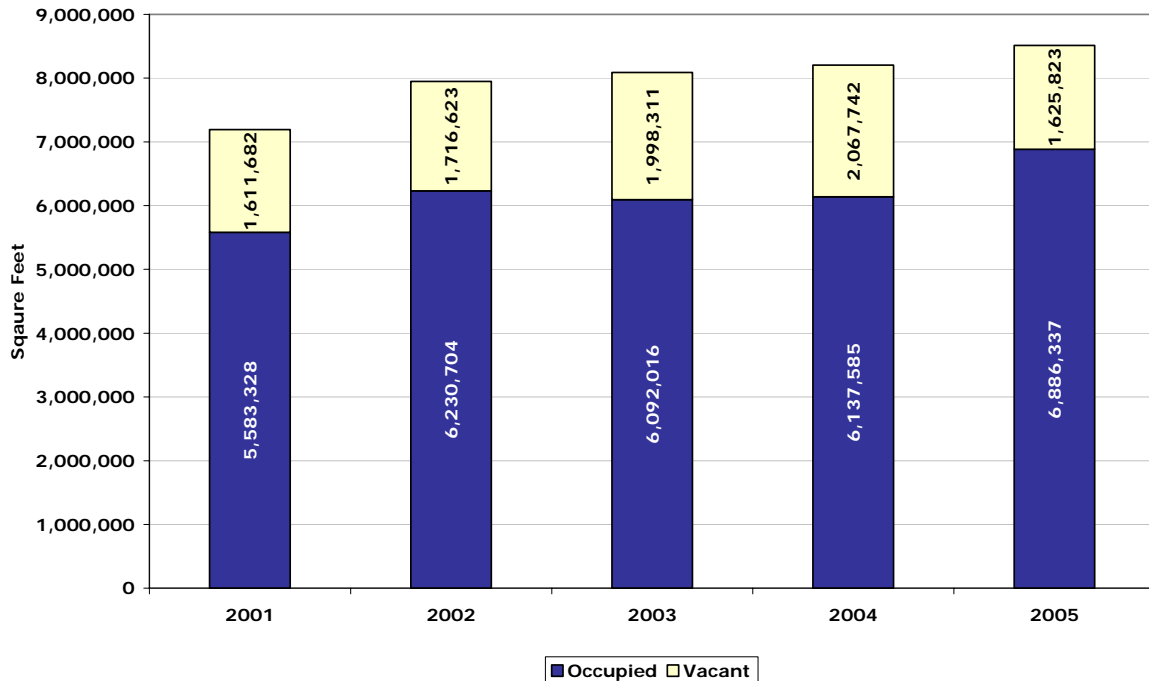
**Office Property Statistics\***

	2001	2002	2003	2004	2005
<b>Central Business District</b>					
Inventory	2,774,097	2,632,414	2,632,414	2,632,414	2,726,560
Occupancy (in percent)	65.8%	62.2%	57.7%	58.4%	68.0%
Net Absorption	-312,099	-187,936	-118,519	18,003	45,000
<b>Outside CBD</b>					
Inventory	5,140,913	5,134,913	5,457,913	5,572,913	5,785,600
Occupancy (in percent)	83.9%	86.4%	83.8%	82.5%	87.0%
Net Absorption	-22,178	-3,290,143	-21,637	24,917	178,000
<b>Total</b>					
Inventory	7,195,010	7,947,327	8,090,327	8,205,327	8,512,160
Occupancy (in percent)	77.6%	78.4%	75.3%	74.8%	80.9%
Net Absorption	-334,277	-3,478,079	-140,156	42,920	223,000
Rental Range (per square foot)	\$8 - \$15	\$8 - \$18	\$8 - \$18	\$8 - \$18	\$10 - \$20

\* 2006 data not available

Source: Sonny Brown Associates, LLC August 2006

**Office Property Statistics, El Paso Area  
 Year-End 2005**



Source: Sonny Brown Associates, LLC August 2006



## El Paso Market Overview 2007 Industrial

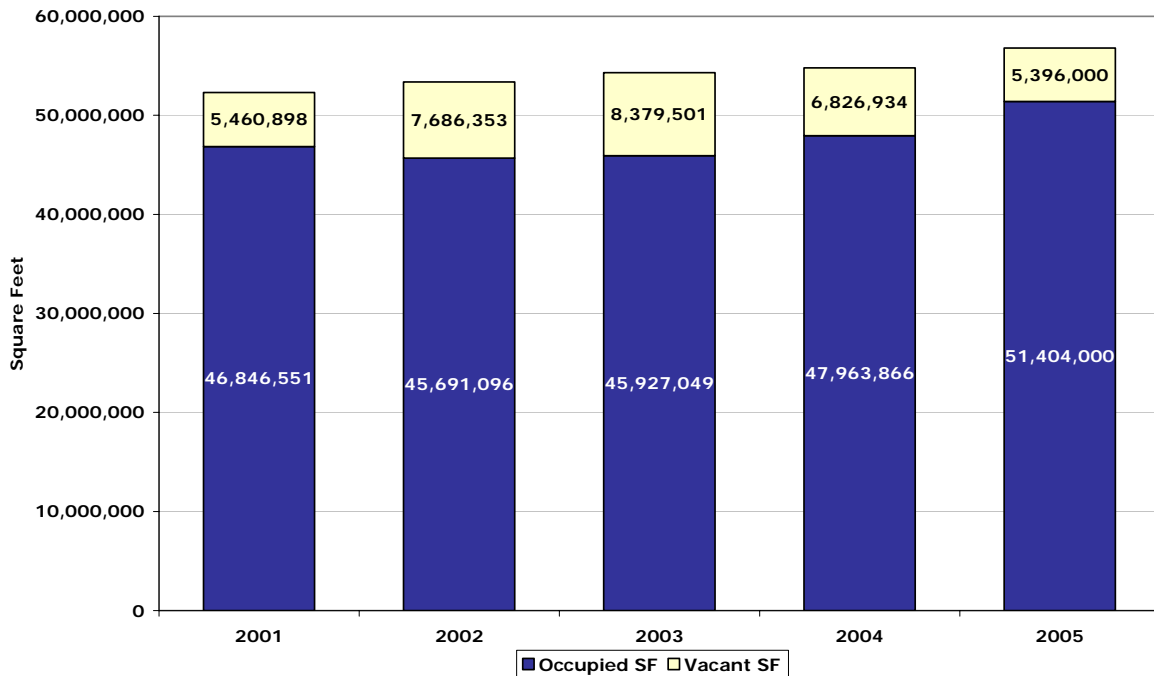
**Industrial Property Statistics\*, El Paso**

	2001	2002	2003	2004	2005
Inventory (square feet)	52,307,449	53,377,449	54,306,550	54,790,800	56,800,000
Occupancy (in percent)	89.6	85.6	84.6	87.5	90.5
Net Absorption	-99,974	-1,177,447	254,916	2,039,584	1,785,000
Rental Range (per square foot)	\$3.30 - \$6	\$2.75 - \$6	\$2.75 - \$6	\$2.75 - \$6	\$2.75 - \$4.20

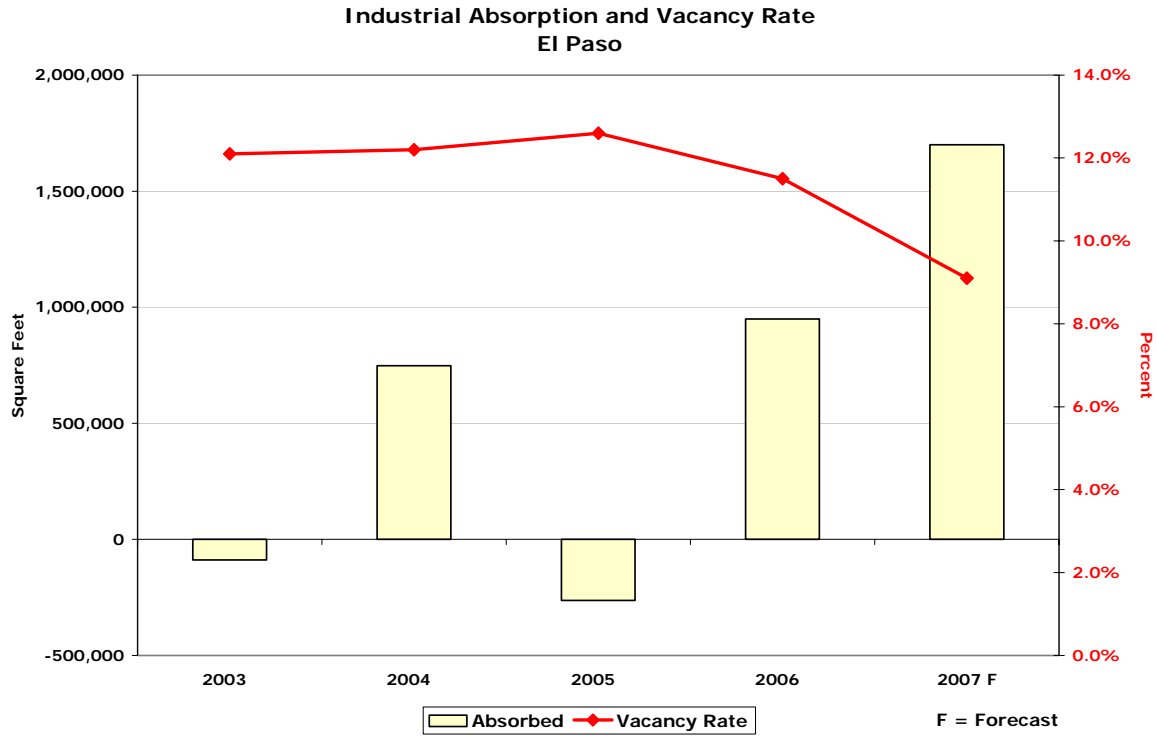
\* 2006 data not available

Source: Sonny Brown Associates, LLC August 2006

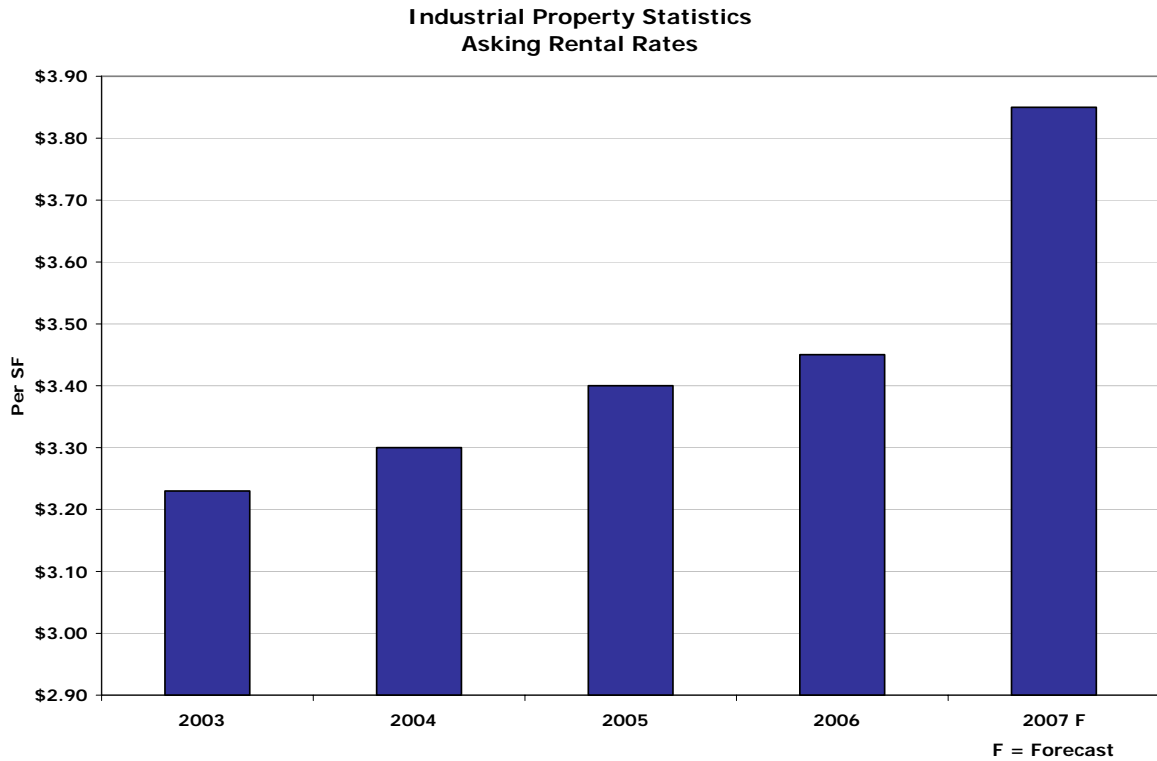
**El Paso Industrial Property Statistics**



Source: Sonny Brown Associates, LLC August 2006

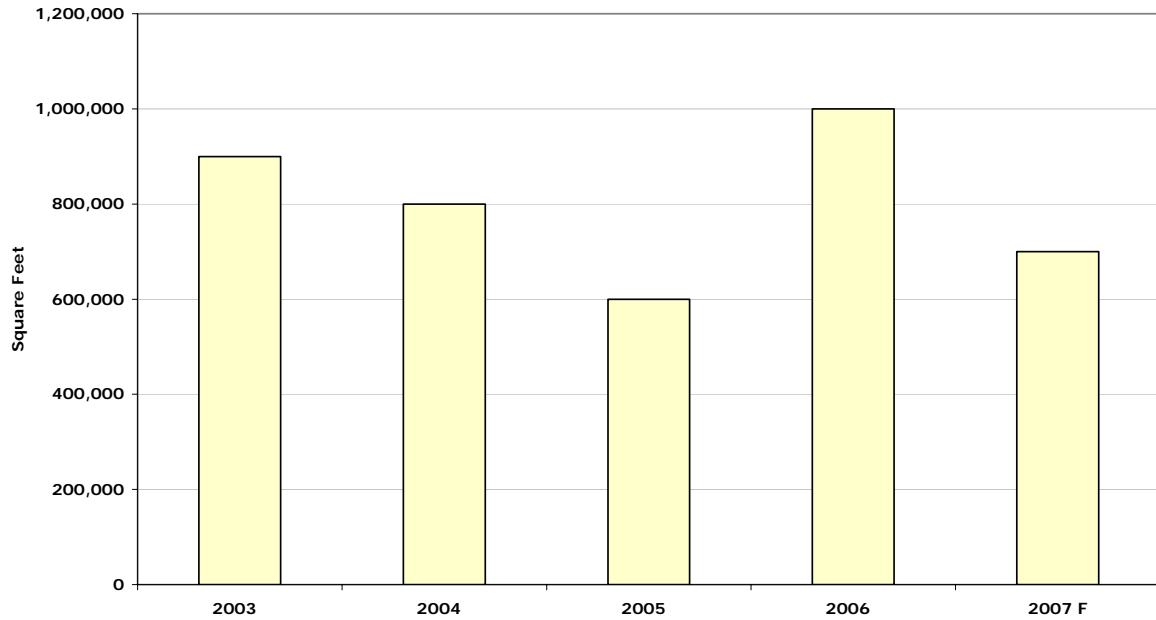


Source: Grubb & Ellis | Best/White, LLC



Source: Grubb & Ellis | Best/White, LLC

**Industrial Property Statistics  
Under Construction, Year-End**



Source: Grubb & Ellis | Best/White, LLC

F = Forecast

**El Paso City Industrial Building Permits 2005\***



El Paso City Building Permit Office  
\* 2006 data not available as of April 15, 2007.



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