

# GREENWOOD KING

ANNUAL REPORT 2018



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## HOUSTON MARKET REPORT

<b>NUMBER OF SALES:TOTAL</b>	<b>1/01/18 - 12/31/18</b>	<b>1/01/17 - 12/31/17</b>	<b>CHANGE</b>
RIVER OAKS	90	67	+34%
ROYDEN OAKS, OAK ESTATES	10	11	-9%
AFTON OAKS	24	24	-
MONTROSE (SINGLE FAMILY)	268	229	+17%
MONTROSE (TOWNHOUSES)	231	169	+37%
WEST UNIVERSITY	264	282	-6%
BOULEVARD OAKS	35	54	-35%
SOUTHAMPTON	30	26	+15%
SOUTHGATE AREA	23	23	-
BRAES HEIGHTS-AYRSHIRE	104	99	+5%
BRAESWOOD	11	13	-15%
BELLAIRE	259	254	+2%
TANGLEWOOD	49	57	-14%
BRIARGROVE	52	52	-
BRIARGROVE PARK	91	100	-9%
MEMORIAL-CLOSE IN	35	29	+21%
MEMORIAL VILLAGES	180	169	+7%
SPRING VALLEY	78	80	-2%
MEMORIAL	488	448	+9%
WILCHESTER	40	54	-26%
HEIGHTS	1,316	1,221	+8%
COTTAGE GROVE	190	194	-2%
GARDEN OAKS	102	88	+16%
OAK FOREST: EAST & WEST	622	600	+4%
SHEPHERD PARK PLAZA	81	78	+4%
TIMBERGROVE/LAZYBROOK	214	251	-15%
<b>TOTAL</b>	<b>4,887</b>	<b>4,672</b>	<b>+5%</b>

## HOUSTON MARKET REPORT

<b>AVERAGE SALES PRICE:TOTAL SALES</b>	<b>1/01/18 - 12/31/18</b>	<b>1/01/17 - 12/31/17</b>	<b>CHANGE</b>
RIVER OAKS	\$2,875,000	\$2,502,000	+15%
ROYDEN OAKS, OAK ESTATES	1,909,000	1,762,000	+8%
AFTON OAKS	1,342,000	1,352,000	-1%
MONTROSE (SINGLE FAMILY)	760,000	712,000	+7%
MONTROSE (TOWNHOUSES)	430,000	482,000	-11%
WEST UNIVERSITY	1,444,000	1,349,000	+7%
BOULEVARD OAKS	1,332,000	1,419,000	-6%
SOUTHAMPTON	1,353,000	1,485,000	-9%
SOUTHGATE AREA	1,068,000	904,000	+18%
BRAES HEIGHTS-AYRSHIRE	720,000	770,000	-6%
BRAESWOOD	1,049,000	874,000	+20%
BELLAIRE	890,000	960,000	-7%
TANGLEWOOD	1,767,000	2,271,000	-22%
BRIARGROVE	917,000	872,000	+5%
BRIARGROVE PARK	530,000	578,000	-8%
MEMORIAL-CLOSE IN	2,092,000	2,147,000	-3%
MEMORIAL VILLAGES	1,986,000	2,116,000	-6%
SPRING VALLEY	1,062,000	970,000	+9%
MEMORIAL	661,000	724,000	-9%
WILCHESTER	784,000	819,000	-4%
HEIGHTS	577,000	542,000	+6%
COTTAGE GROVE	404,000	398,000	+2%
GARDEN OAKS	567,000	514,000	+10%
OAK FOREST: EAST & WEST	440,000	409,000	+8%
SHEPHERD PARK PLAZA	444,000	438,000	+1%
TIMBERGROVE/LAZYBROOK	482,000	479,000	+1%
<b>TOTAL MARKET</b>	<b>\$773,000</b>	<b>\$769,000</b>	<b>+1%</b>

## HOUSTON MARKET REPORT

<b>AVERAGE DAYS ON MARKET</b>	<b>1/01/18 - 12/31/18</b>	<b>1/01/17 - 12/31/17</b>	<b>CHANGE</b>
RIVER OAKS	74	74	-
ROYDEN OAKS, OAK ESTATES	108	96	+13%
AFTON OAKS	58	65	-11%
MONTROSE (SINGLE FAMILY)	58	56	+4%
MONTROSE (TOWNHOUSES)	54	65	-17%
WEST UNIVERSITY	44	48	-8%
BOULEVARD OAKS	59	62	-5%
SOUTHAMPTON	53	64	-17%
SOUTHGATE AREA	49	45	+9%
BRAES HEIGHTS-AYRSHIRE	53	45	+18%
BRAESWOOD	76	72	+6%
BELLAIRE	67	50	+34%
TANGLEWOOD	72	107	-33%
BRIARGROVE	51	53	-4%
BRIARGROVE PARK	51	58	-12%
MEMORIAL-CLOSE IN	71	58	+22%
MEMORIAL VILLAGES	71	75	-5%
SPRING VALLEY	51	54	-6%
MEMORIAL	55	46	+20%
WILCHESTER	55	35	+57%
HEIGHTS	49	50	-2%
COTTAGE GROVE	56	56	-
GARDEN OAKS	52	55	-5%
OAK FOREST: EAST & WEST	47	49	-4%
SHEPHERD PARK PLAZA	41	45	-9%
TIMBERGROVE/LAZYBROOK	45	43	+5%
<b>AVERAGE</b>	<b>58</b>	<b>59</b>	<b>-2%</b>

## HOUSTON MARKET REPORT

<b>NUMBER OF LISTINGS:TOTAL</b>	<b>12/31/18</b>	<b>12/31/17</b>	<b>CHANGE</b>
RIVER OAKS	46	39	+18%
ROYDEN OAKS, OAK ESTATES	6	8	-25%
AFTON OAKS	14	18	-22%
MONTROSE (SINGLE FAMILY)	126	124	+2%
MONTROSE (TOWNHOUSES)	111	81	+37%
WEST UNIVERSITY	72	50	+44%
BOULEVARD OAKS	20	15	+33%
SOUTHAMPTON	4	7	-43%
SOUTHGATE AREA	8	11	-27%
BRAES HEIGHTS-AYRSHIRE	37	42	-12%
BRAESWOOD	10	7	+43%
BELLAIRE	143	132	+8%
TANGLEWOOD	48	31	+55%
BRIARGROVE	16	15	+7%
BRIARGROVE PARK	47	25	+88%
MEMORIAL CLOSE-IN	20	21	-5%
MEMORIAL VILLAGES	94	84	+12%
SPRING VALLEY	45	29	+55%
MEMORIAL	232	159	+46%
WILCHESTER	24	6	+300%
HEIGHTS	381	353	+8%
COTTAGE GROVE	64	57	+12%
GARDEN OAKS	36	29	+24%
OAK FOREST EAST & WEST	176	184	-4%
SHEPHERD PARK PLAZA	22	14	+57%
TIMBERGROVE/LAZYBROOK	70	59	+19%
<b>TOTAL FOR 26 MARKETS</b>	<b>1,872</b>	<b>1,600</b>	<b>+17%</b>

## HOUSTON MARKET REPORT

<b>SALES VOLUME: TOTAL</b>	<b>1/01/18 - 12/31/18</b>	<b>1/01/17 - 12/31/17</b>	<b>CHANGE</b>
RIVER OAKS	\$258,800,000	\$167,600,000	+54%
ROYDEN OAKS, OAK ESTATES	19,100,000	19,400,000	-2%
AFTON OAKS	32,200,000	32,500,000	-1%
MONTROSE (SINGLE FAMILY)	203,700,000	163,000,000	+25%
MONTROSE (TOWNHOUSES)	99,200,000	81,400,000	+22%
WEST UNIVERSITY	381,200,000	380,300,000	-
BOULEVARD OAKS	46,600,000	76,600,000	-39%
SOUTHAMPTON	40,600,000	38,600,000	+5%
SOUTHGATE AREA	24,600,000	20,800,000	+19%
BRAES HEIGHTS-AYRSHIRE	74,900,000	76,200,000	-2%
BRAESWOOD	11,500,000	11,400,000	+1%
BELLAIRE	230,400,000	243,700,000	-5%
TANGLEWOOD	86,600,000	129,500,000	-33%
BRIARGROVE	47,700,000	45,400,000	+5%
BRIARGROVE PARK	48,300,000	57,800,000	-16%
MEMORIAL-CLOSE IN	73,200,000	62,300,000	+17%
MEMORIAL VILLAGES	357,400,000	357,500,000	-
SPRING VALLEY	82,800,000	77,600,000	+7%
MEMORIAL	322,400,000	324,300,000	-1%
WILCHESTER	31,400,000	44,200,000	-29%
HEIGHTS	759,700,000	661,600,000	+15%
COTTAGE GROVE	76,700,000	77,300,000	-1%
GARDEN OAKS	57,800,000	45,300,000	+28%
OAK FOREST: EAST & WEST	273,500,000	245,600,000	+11%
SHEPHERD PARK PLAZA	35,900,000	34,100,000	+5%
TIMBERGROVE/LAZYBROOK	103,200,000	120,200,000	-14%
<b>TOTAL</b>	<b>\$3,779,400,000</b>	<b>\$3,594,200,000</b>	<b>+5%</b>

## HOUSTON MARKET REPORT

<b>NUMBER OF SALES: REALES</b>	<b>1/01/18 - 12/31/18</b>	<b>1/01/17 - 12/31/17</b>	<b>CHANGE</b>
RIVER OAKS	80	66	+21%
ROYDEN OAKS, OAK ESTATES	9	9	-
AFTON OAKS	22	20	+10%
MONTROSE (SINGLE FAMILY)	210	174	+21%
MONTROSE (TOWNHOUSES)	217	161	+35%
WEST UNIVERSITY	238	251	-5%
BOULEVARD OAKS	29	49	-41%
SOUTHAMPTON	30	23	+30%
SOUTHGATE AREA	19	22	-14%
BRAES HEIGHTS-AYRSHIRE	96	91	+5%
BRAESWOOD	10	8	+25%
BELLAIRE	240	227	+6%
TANGLEWOOD	45	47	-4%
BRIARGROVE	51	52	-2%
BRIARGROVE PARK	91	97	-6%
MEMORIAL-CLOSE IN	34	29	+17%
MEMORIAL VILLAGES	167	158	+6%
SPRING VALLEY	69	76	-9%
MEMORIAL	476	428	+11%
WILCHESTER	40	53	-25%
HEIGHTS	1,019	944	+8%
COTTAGE GROVE	118	113	+4%
GARDEN OAKS	95	80	+19%
OAK FOREST: EAST & WEST	513	475	+8%
SHEPHERD PARK PLAZA	73	74	-1%
TIMBERGROVE/LAZYBROOK	170	199	-15%
<b>TOTAL</b>	<b>4,161</b>	<b>3,926</b>	<b>+6%</b>

## HOUSTON MARKET REPORT

<b>AVERAGE SALES PRICE: RESALES</b>	<b>1/01/18 - 12/31/18</b>	<b>1/01/17 - 12/31/17</b>	<b>CHANGE</b>
RIVER OAKS	\$2,641,000	\$2,456,000	+8%
ROYDEN OAKS, OAK ESTATES	1,721,000	1,529,000	+13%
AFTON OAKS	1,276,000	1,280,000	-
MONTROSE (SINGLE FAMILY)	704,000	647,000	+9%
MONTROSE (TOWNHOUSES)	409,000	470,000	-13%
WEST UNIVERSITY	1,402,000	1,303,000	+8%
BOULEVARD OAKS	1,264,000	1,416,000	-11%
SOUTHAMPTON	1,353,000	1,465,000	-8%
SOUTHGATE AREA	852,000	861,000	-1%
BRAES HEIGHTS-AYRSHIRE	661,000	725,000	-9%
BRAESWOOD	1,084,000	1,022,000	+6%
BELLAIRE	858,000	910,000	-6%
TANGLEWOOD	1,670,000	1,987,000	-16%
BRIARGROVE	895,000	902,000	-1%
BRIARGROVE PARK	530,000	563,000	-6%
MEMORIAL-CLOSE IN	2,065,000	2,147,000	-4%
MEMORIAL VILLAGES	1,884,000	1,983,000	-5%
SPRING VALLEY	1,001,000	927,000	+8%
MEMORIAL	637,000	715,000	-11%
WILCHESTER	784,000	809,000	-3%
HEIGHTS	565,000	529,000	+7%
COTTAGE GROVE	394,000	380,000	+4%
GARDEN OAKS	537,000	492,000	+9%
OAK FOREST: EAST & WEST	392,000	362,000	+8%
SHEPHERD PARK PLAZA	455,000	436,000	+4%
TIMBERGROVE/LAZYBROOK	466,000	452,000	+3%
<b>TOTAL MARKET</b>	<b>\$755,000</b>	<b>\$760,000</b>	<b>-1%</b>

## HOUSTON MARKET REPORT

<b>SALES VOLUME: RESALES</b>	<b>1/01/18 - 12/31/18</b>	<b>1/01/17 - 12/31/17</b>	<b>CHANGE</b>
RIVER OAKS	\$211,300,000	\$162,100,000	+30%
ROYDEN OAKS, OAK ESTATES	15,500,000	13,800,000	+12%
AFTON OAKS	28,100,000	25,600,000	+10%
MONTROSE (SINGLE FAMILY)	147,900,000	112,600,000	+31%
MONTROSE (TOWNHOUSES)	88,700,000	75,700,000	+17%
WEST UNIVERSITY	333,600,000	327,100,000	+2%
BOULEVARD OAKS	36,700,000	69,400,000	-47%
SOUTHAMPTON	40,600,000	33,700,000	+20%
SOUTHGATE AREA	16,200,000	18,900,000	-14%
BRAES HEIGHTS-AYRSHIRE	63,500,000	65,900,000	-4%
BRAESWOOD	10,800,000	8,200,000	+32%
BELLAIRE	205,800,000	206,600,000	-
TANGLEWOOD	75,200,000	93,400,000	-19%
BRIARGROVE	45,700,000	46,900,000	-3%
BRIARGROVE PARK	48,300,000	54,600,000	-12%
MEMORIAL-CLOSE IN	70,200,000	62,300,000	+13%
MEMORIAL VILLAGES	314,600,000	313,200,000	-
SPRING VALLEY	69,000,000	70,400,000	-2%
MEMORIAL	303,400,000	306,100,000	-1%
WILCHESTER	31,400,000	42,900,000	-27%
HEIGHTS	575,500,000	499,000,000	+15%
COTTAGE GROVE	46,500,000	42,900,000	+8%
GARDEN OAKS	51,000,000	39,300,000	+30%
OAK FOREST: EAST & WEST	201,300,000	171,900,000	+17%
SHEPHERD PARK PLAZA	33,200,000	32,200,000	+3%
TIMBERGROVE/LAZYBROOK	79,300,000	89,900,000	-12%
<b>TOTAL</b>	<b>\$3,143,300,000</b>	<b>\$2,984,600,000</b>	<b>+5%</b>

## HOUSTON MARKET REPORT

<b>NUMBER OF SALES: NEW CONSTRUCTION 1/01/18 - 12/31/18 1/01/17 - 12/31/17 CHANGE</b>			
RIVER OAKS	10	1	+900%
ROYDEN OAKS, OAK ESTATES	1	2	-50%
AFTON OAKS	2	4	-50%
MONTROSE (SINGLE FAMILY)	58	55	+5%
MONTROSE (TOWNHOUSES)	14	8	+75%
WEST UNIVERSITY	26	31	-16%
BOULEVARD OAKS	6	5	+20%
SOUTHAMPTON	0	3	NA
SOUTHGATE AREA	4	1	+300%
BRAES HEIGHTS-AYRSHIRE	8	8	-
BRAESWOOD	1	5	-80%
BELLAIRE	19	27	-30%
TANGLEWOOD	4	10	-60%
BRIARGROVE	1	0	NA
BRIARGROVE PARK	0	3	NA
MEMORIAL-CLOSE IN	1	0	NA
MEMORIAL VILLAGES	13	11	+18%
SPRING VALLEY	9	4	+125%
MEMORIAL	12	20	-40%
WILCHESTER	0	1	NA
HEIGHTS	297	277	+7%
COTTAGE GROVE	72	81	-11%
GARDEN OAKS	7	8	-12%
OAK FOREST: EAST & WEST	109	125	-13%
SHEPHERD PARK PLAZA	8	4	+100%
TIMBERGROVE/LAZYBROOK	44	52	-15%
<b>TOTAL</b>	<b>726</b>	<b>746</b>	<b>-3%</b>

## HOUSTON MARKET REPORT

	<b>AVG SALES PRICE: NEW CONSTRUCTION 1/01/18 - 12/31/18</b>	<b>1/01/17 - 12/31/17</b>	<b>CHANGE</b>
RIVER OAKS	\$4,746,000	\$5,500,000	-14%
ROYDEN OAKS, OAK ESTATES	3,600,000	3,185,000	+13%
AFTON OAKS	2,077,000	1,935,000	+7%
MONTROSE (SINGLE FAMILY)	964,000	915,000	+5%
MONTROSE (TOWNHOUSES)	755,000	719,000	+5%
WEST UNIVERSITY	1,834,000	1,716,000	+7%
BOULEVARD OAKS	1,661,000	1,448,000	+15%
SOUTHAMPTON	NA	2,231,000	NA
SOUTHGATE AREA	2,094,000	1,850,000	+13%
BRAES HEIGHTS-AYRSHIRE	1,423,000	1,288,000	+10%
BRAESWOOD	700,000	636,000	+10%
BELLAIRE	1,293,000	1,377,000	-6%
TANGLEWOOD	2,853,000	3,667,000	-22%
BRIARGROVE	2,000,000	NA	NA
BRIARGROVE PARK	NA	1,092,000	NA
MEMORIAL-CLOSE IN	3,025,000	NA	NA
MEMORIAL VILLAGES	3,290,000	4,023,000	-18%
SPRING VALLEY	1,534,000	1,786,000	-14%
MEMORIAL	1,582,000	1,581,000	-
WILCHESTER	NA	1,365,000	NA
HEIGHTS	620,000	587,000	+6%
COTTAGE GROVE	420,000	425,000	-1%
GARDEN OAKS	978,000	908,000	+8%
OAK FOREST: EAST & WEST	662,000	589,000	+12%
SHEPHERD PARK PLAZA	340,000	476,000	-29%
TIMBERGROVE/LAZYBROOK	545,000	583,000	-7%
<b>TOTAL</b>	<b>\$878,000</b>	<b>\$844,000</b>	<b>+4%</b>

# GREENWOOD KING PROPERTY ES

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## HOUSTON MARKET REPORT

<b>SALES VOLUME: NEW CONSTRUCTION 1/01/18 - 12/31/18 1/01/17 - 12/31/17 CHANGE</b>			
RIVER OAKS	\$47,500,000	\$5,500,000	+763%
ROYDEN OAKS, OAK ESTATES	3,600,000	6,400,000	-44%
AFTON OAKS	4,200,000	7,700,000	-45%
MONTROSE (SINGLE FAMILY)	55,900,000	50,300,000	+11%
MONTROSE (TOWNHOUSES)	10,600,000	5,800,000	+83%
WEST UNIVERSITY	47,700,000	53,200,000	-10%
BOULEVARD OAKS	10,000,000	7,200,000	+39%
SOUTHAMPTON	0	6,700,000	NA
SOUTHGATE AREA	8,400,000	1,900,000	+342%
BRAES HEIGHTS-AYRSHIRE	11,400,000	10,300,000	+11%
BRAESWOOD	700,000	3,200,000	-78%
BELLAIRE	24,600,000	37,200,000	-34%
TANGLEWOOD	11,400,000	36,100,000	-68%
BRIARGROVE	2,000,000	0	NA
BRIARGROVE PARK	0	3,300,000	NA
MEMORIAL-CLOSE IN	3,000,000	0	NA
MEMORIAL VILLAGES	42,800,000	44,300,000	-3%
SPRING VALLEY	13,800,000	7,100,000	+94%
MEMORIAL	19,000,000	31,600,000	-40%
WILCHESTER	0	1,400,000	NA
HEIGHTS	184,200,000	162,600,000	+13%
COTTAGE GROVE	30,300,000	34,400,000	-12%
GARDEN OAKS	6,800,000	7,300,000	-7%
OAK FOREST: EAST & WEST	72,700,000	73,700,000	-1%
SHEPHERD PARK PLAZA	2,700,000	1,900,000	+42%
TIMBERGROVE/LAZYBROOK	24,000,000	30,300,000	-21%
<b>TOTAL</b>	<b>\$637,200,000</b>	<b>\$629,400,000</b>	<b>+1%</b>

## HOUSTON MARKET REPORT

### NEW CONSTRUCTION AS A PERCENT OF SALES VOLUME

1/01/18 - 12/31/18 1/01/17 - 12/31/17

	1/01/18 - 12/31/18	1/01/17 - 12/31/17
RIVER OAKS	18%	3%
ROYDEN OAKS, OAK ESTATES	19%	33%
AFTON OAKS	13%	24%
MONTROSE (SINGLE FAMILY)	27%	31%
MONTROSE (TOWNHOUSES)	11%	7%
WEST UNIVERSITY	13%	14%
BOULEVARD OAKS	21%	9%
SOUTHAMPTON	0%	17%
SOUTHGATE AREA	34%	9%
BRAES HEIGHTS-AYRSHIRE	15%	14%
BRAESWOOD	6%	28%
BELLAIRE	11%	15%
TANGLEWOOD	13%	28%
BRIARGROVE	4%	0%
BRIARGROVE PARK	0%	6%
MEMORIAL-CLOSE IN	4%	0%
MEMORIAL VILLAGES	12%	12%
SPRING VALLEY	17%	9%
MEMORIAL	6%	10%
WILCHESTER	0%	3%
HEIGHTS	24%	25%
COTTAGE GROVE	40%	45%
GARDEN OAKS	12%	16%
OAK FOREST: EAST & WEST	27%	30%
SHEPHERD PARK PLAZA	8%	6%
TIMBERGROVE/LAZYBROOK	23%	25%
<b>ALL MARKETS</b>	<b>17%</b>	<b>18%</b>

## HOUSTON MARKET REPORT

### NUMBER OF LISTINGS: NEW CONSTRUCTION

### NEW CONSTRUCTION AS A PERCENT OF TOTAL LISTINGS

	12/31/18	12/31/18
RIVER OAKS	9	20%
ROYDEN OAKS, OAK ESTATES	2	33%
AFTON OAKS	3	21%
MONTROSE (SINGLE FAMILY)	48	38%
MONTROSE (TOWNHOUSES)	12	11%
WEST UNIVERSITY	23	32%
BOULEVARD OAKS	5	25%
SOUTHAMPTON	1	25%
SOUTHGATE AREA	1	13%
BRAES HEIGHTS-AYRSHIRE	10	27%
BRAESWOOD	3	30%
BELLAIRE	31	22%
TANGLEWOOD	16	33%
BRIARGROVE	4	25%
BRIARGROVE PARK	1	2%
MEMORIAL CLOSE-IN	1	5%
MEMORIAL VILLAGES	8	9%
SPRING VALLEY	10	22%
MEMORIAL	22	9%
WILCHESTER	0	0%
HEIGHTS	150	39%
COTTAGE GROVE	29	45%
GARDEN OAKS	3	8%
OAK FOREST EAST & WEST	48	27%
SHEPHERD PARK PLAZA	8	36%
TIMBERGROVE/LAZYBROOK	28	40%
<b>TOTAL FOR 26 MARKETS</b>	<b>476</b>	<b>25%</b>

## HOUSTON MARKET REPORT

### MILLION DOLLAR HOMES: NUMBER OF LISTINGS 12/31/2018

	TOTAL	OVER \$1M	OVER \$2M	PERCENT OVER \$1M
RIVER OAKS	46	45	42	98%
ROYDEN OAKS, OAK ESTATES	6	6	5	100%
AFTON OAKS	14	7	5	50%
MONTROSE (SINGLE FAMILY)	126	24	1	19%
MONTROSE (TOWNHOUSES)	111	2	0	2%
WEST UNIVERSITY	72	50	26	69%
BOULEVARD OAKS	20	16	7	80%
SOUTHAMPTON	4	4	3	100%
SOUTHGATE AREA	8	7	2	88%
BRAES HEIGHTS-AYRSHIRE	37	11	1	30%
BRAESWOOD	10	3	1	30%
BELLAIRE	143	62	7	43%
TANGLEWOOD	48	46	37	96%
BRIARGROVE	16	11	2	69%
BRIARGROVE PARK	47	1	0	2%
MEMORIAL CLOSE-IN	20	17	14	85%
MEMORIAL VILLAGES	94	89	55	95%
SPRING VALLEY	45	26	4	58%
MEMORIAL	232	41	5	18%
WILCHESTER	24	3	0	13%
HEIGHTS	381	37	2	10%
COTTAGE GROVE	64	0	0	0%
GARDEN OAKS	36	6	17	17%
OAK FOREST: EAST & WEST	176	11	0	6%
SHEPHERD PARK PLAZA	22	2	2	9%
TIMBERGROVE/LAZYBROOK	70	4	0	6%
<b>TOTAL FOR 26 MARKETS</b>	<b>1,872</b>	<b>531</b>	<b>234</b>	<b>28%</b>

## HOUSTON MARKET REPORT

### MILLION DOLLAR HOMES: NUMBER OF SALES 1/01/18 – 12/31/2018

	TOTAL	OVER \$1M	OVER \$2M	PERCENT OVER \$1M
RIVER OAKS	90	88	62	98%
ROYDEN OAKS, OAK ESTATES	10	7	4	70%
AFTON OAKS	24	14	2	58%
MONTROSE (SINGLE FAMILY)	228	44	2	16%
MONTROSE (TOWNHOUSES)	231	2	0	1%
WEST UNIVERSITY	264	209	35	79%
BOULEVARD OAKS	35	19	5	54%
SOUTHAMPTON	30	26	3	87%
SOUTHGATE AREA	23	10	3	43%
BRAES HEIGHTS-AYRSHIRE	104	28	0	27%
BRAESWOOD	11	5	0	45%
BELLAIRE	259	84	7	32%
TANGLEWOOD	49	46	18	94%
BRIARGROVE	52	13	5	25%
BRIARGROVE PARK	91	1	0	1%
MEMORIAL CLOSE-IN	35	29	15	83%
MEMORIAL VILLAGES	180	172	76	96%
SPRING VALLEY	78	37	1	47%
MEMORIAL	488	72	6	15%
WILCHESTER	40	7	0	18%
HEIGHTS	1,316	101	2	8%
COTTAGE GROVE	190	0	0	0%
GARDEN OAKS	102	6	0	6%
OAK FOREST: EAST & WEST	622	19	0	3%
SHEPHERD PARK PLAZA	81	2	0	2%
TIMBERGROVE/LAZYBROOK	214	1	0	0%
<b>TOTAL FOR 26 MARKETS</b>	<b>4,887</b>	<b>1,007</b>	<b>246</b>	<b>21%</b>

# GREENWOOD KING PROPERTY ES

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## HOUSTON MARKET REPORT

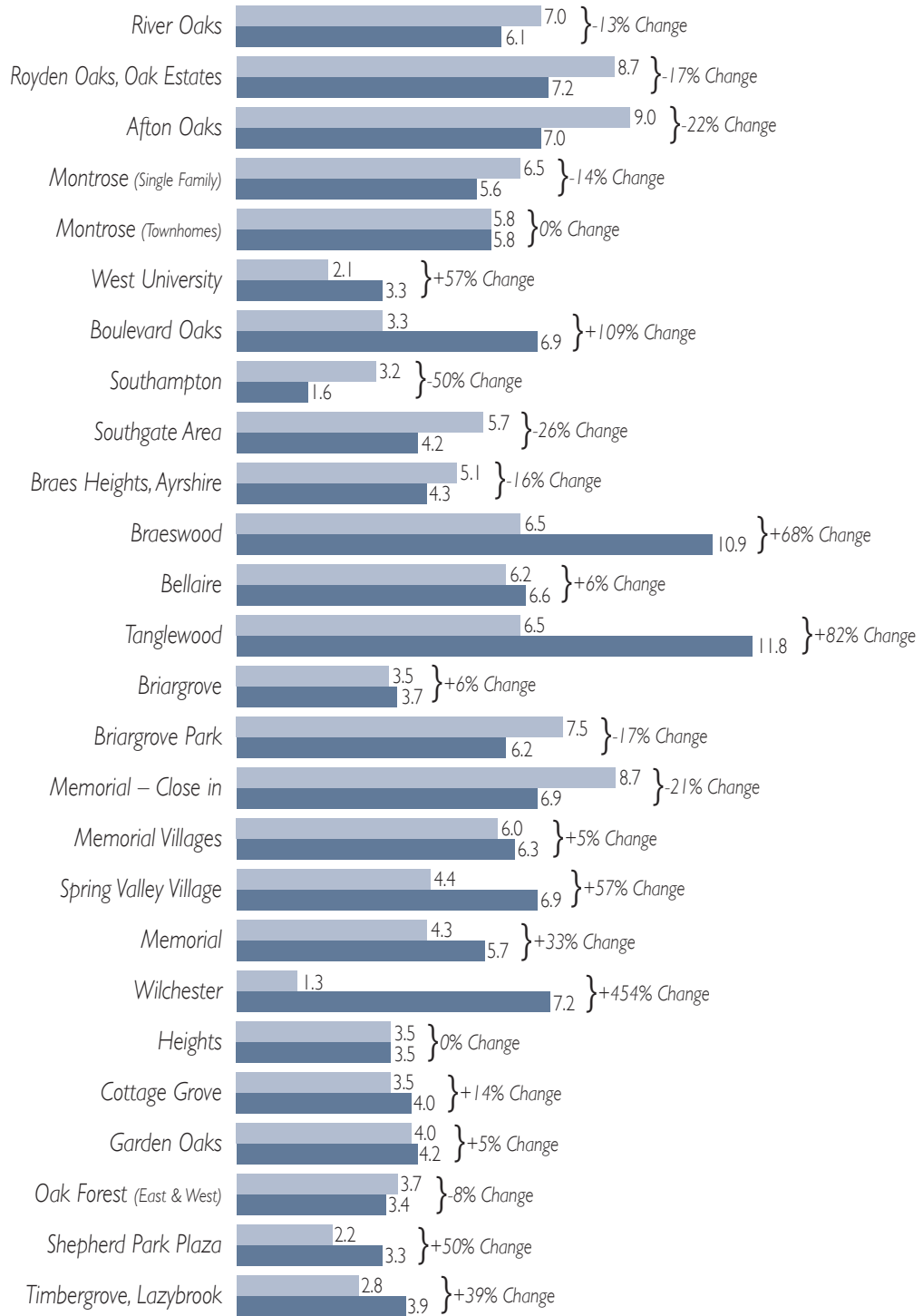
### HIGH END MARKET – 12/31/18

LISTINGS	RO	TANGLEWOOD	VILLAGES	WEST U	CLOSE-IN MEMORIAL
UNDER \$500,000	0	0	0	1	0
\$500,000 - \$999,999	1	2	5	21	3
\$1,000,000 - \$1,999,999	3	9	34	24	3
\$2,000,000+	42	37	55	26	14
<b>TOTAL</b>	<b>46</b>	<b>48</b>	<b>94</b>	<b>72</b>	<b>20</b>

SALES	RO	TANGLEWOOD	VILLAGES	WEST U	CLOSE-IN MEMORIAL
UNDER \$500,000	0	0	0	5	0
\$500,000 - \$999,999	2	3	8	50	6
\$1,000,000 - \$1,999,999	26	28	96	174	14
\$2,000,000+	62	18	76	35	15
<b>TOTAL</b>	<b>90</b>	<b>49</b>	<b>180</b>	<b>264</b>	<b>35</b>

# HOUSTON MARKET REPORT

## INVENTORY SUPPLY (in months)



LEGEND

