

WEST END REDEVELOPMENT

Phase II – Market Analysis and Absorption Study

Jefferson and Orleans Parishes, LA
RPC Project No. FY05-56-1
F.A.P. Project No. PI-83231001

Prepared for the



Regional Planning Commission

Prepared by:

NY ASSOCIATES, INC.
CONSULTING ENGINEERS
ARCHITECTS & PLANNERS
2750 LAKE VILLA DR. METAIRIE, LOUISIANA 70002 (504) 885-0500

December, 2008

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NEW ORLEANS, LOUISIANA

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CHAPTER I

BACKGROUND AND INTRODUCTION

PROJECT OVERVIEW AND PURPOSE

West End is an area of New Orleans along Lake Pontchartrain that has a long and storied history as a destination site for entertainment, recreation, and restaurants. However, by the early part of the 21st century, this once-bustling area had become a shadow of its former self. In 2005, the Regional Planning Commission (RPC) became fully engaged in the planning and redevelopment of West End due, in part, because of the area's unique geography (the Jefferson/Orleans Parish boundary divides the site) and because West End provided the opportunity to create a recreational environment that placed people at the center through the employment of smart growth principles. In 2005, the RPC was awarded a grant from the U.S. Environmental Protection Agency's (EPA) Smart Growth Division to investigate land use and redevelopment options in West End.

The West End redevelopment process includes three (3) phases:

- The first phase of the project, which was completed in 2006, included the development of a **conceptual land use and site plan analysis**.
- The second phase, which is covered in this report, focuses on the **economic feasibility** of the conceptual plan created in Phase One.
- The third phase of the project will be a **Development Plan**, including the formulation of a *policy approach* to determine who will be responsible for redevelopment of West End and a *financing plan* for the area's redevelopment.

PHASE I REVIEW

As mentioned above, Phase I was primarily a Land Use and Site Plan Analysis. However, a good deal of preliminary work occurred during this process. The first step of the process was site research, including reviewing the history of West End, zoning and land use analyses, research into land ownership, agency briefings, research into ongoing and future levee and drainage projects, and elevation research for enabling buildings to better withstand hurricanes.

With all the research data and information in hand, the next step of the process, a community charrette was undertaken. The charrette was held over two days in early March 2006. The first day was primarily an informational session, while the second day included a design session which included an analysis of the area's strengths, weaknesses,

opportunities, & threats (SWOT). The charrette resulted in three separate conceptual site plans and designs.

Using the three conceptual site plans developed during the community charrette, an amalgamated or collaborative conceptual redevelopment land use and site plan was then developed. In general, the collaborative plan contains the major design elements of the three charrette plans, including a mixed-use redevelopment project in the primary study area. The collaborative plan utilizes the idea of placing all major development over a two-floor parking garage. The collaborative plan also included improvements to locations around West End, including West End Park and areas along Breakwater Drive.

The Phase I land use and site plan, as well as a set of three cross-sections, is presented on the following two tabloid-sized pages. Aspects of the plan are described beginning below:

“RESTAURANT ROW”

One of the items that clearly came out of the charrette was the public’s desire for a return of lakeside dining at West End, and this was perhaps the major focus of all three charrette plans. The collaborative site plan provided for a return of restaurants to the area, albeit on the land side of West End rather than having them completely located over water. And like all major development in the area, the restaurants would be located 25 ft. higher than lake level --above two floors of parking. The plan allowed for between four or more restaurant sites of roughly the same square footage as previously-located large restaurants. Four of these sites would have spectacular lake views, and all sites would allow for outdoor dining.

At the charrette and at other meetings, previous West End restaurateurs as well as one Bucktown restaurateur expressed interest in being a part of such plans. Additionally, charrette attendees expressed their desire for the restaurant slots to go to local, non-chain establishments in order to keep the tradition of West End alive. The collaborative plan reflected the need/desire to redevelop West End so local restaurants would have the first opportunity to build.

MIXED USE DEVELOPMENT

One of the main tenets of smart growth is to incorporate a mix of uses such as residential, retail, recreation with density. The proposed mixed-use development was divided into two sections, a north section (containing the aforementioned restaurant section and other uses) and a southern section. The two sections were bisected by an extension of S. Roadway that connects to the Orpheum Avenue vehicular bridge, but are linked by two plaza-level pedestrian bridges.



SMART GROWTH PRINCIPLES:

1. MIX LAND USES
2. TAKE ADVANTAGE OF COMPACT BUILDING DESIGN
3. CREATE RANGE OF HOUSING OPPORTUNITIES AND CHOICES
4. CREATE WALKABLE NEIGHBORHOODS
5. FOSTER DISTINCTIVE, ATTRACTIVE COMMUNITIES WITH A STRONG SENSE OF PLACE
6. PRESERVE OPEN SPACE, FARMLAND, NATURAL BEAUTY AND CRITICAL ENVIRONMENTAL AREAS
7. STRENGTHEN AND DIRECT DEVELOPMENT TOWARDS EXISTING COMMUNITIES
8. PROVIDE A VARIETY OF TRANSPORTATION CHOICES
9. MAKE DEVELOPMENT DECISIONS PREDICTABLE, FAIR AND COST EFFECTIVE
10. ENCOURAGE COMMUNITY AND STAKEHOLDER COLLABORATION

WEST END

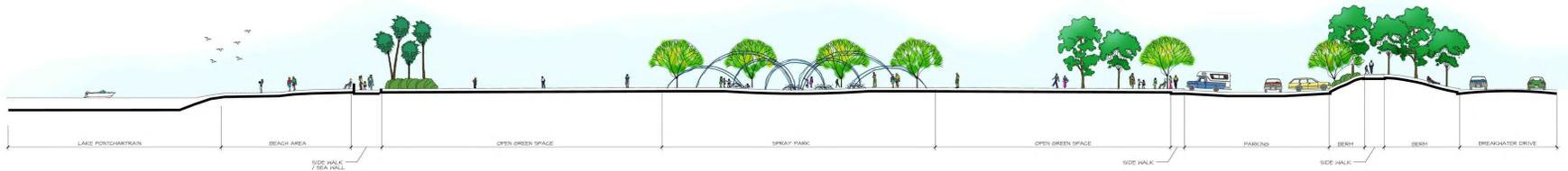
NEW ORLEANS, LOUISIANA

PARKING NOTES:

| | |
|----------------------|-----------------|
| COCONUT BEACH AREA | +/- 265 |
| DAY SLIP AREA | 60 |
| HOTEL/RETAIL AREA | 500 |
| CONDO TOWER | 600 |
| AROUND WEST END PARK | 180 |
| TOTAL | +/- 1605 |



STUDY SECTION A-A
1" = 20'-0"



STUDY SECTION B-B
1" = 20'-0"



STUDY SECTION C-C
1" = 20'-0"

WEST END

NEW ORLEANS, LOUISIANA

The southern section was primarily geared towards residential uses, with four (4) stories of residential development atop a single floor of neighborhood-oriented retail and/or offices. The conceptual design of the south development included an open air courtyard with pool, accessible only by residents, as can be seen on study section A-A on the cross-sections sheet. The single level of retail would be at the plaza level above the parking, and should provide an enjoyable walking experience not only for residents of the development, but also for customers of the retail shops and offices.

As mentioned earlier, this plaza level was linked to the northern section by two pedestrian bridges. The northern section was envisioned as a more commercially intensive area, containing restaurants and clubs as well as some retail at plaza level. While some restaurants were presented as free-standing structures, two floors devoted to residential and/or offices were envisioned atop some sections of this northern development. At the extreme northern end of the mixed-use development, a small boutique hotel tower was proposed, with an additional six stories over the main development.

The plaza level was to be connected to the parking levels and ground floor via elevators, but externally, there would be a variety of walkable connections back down to ground level. These included ramps and steps down to a pier boardwalk north of the development area, connections down to walkways alongside and across the 17th Street Canal, and most interestingly, a set of steps facing West End Park that can serve double duty as an amphitheater for scheduled performances. The ground-level “stage” of the amphitheater would be part of the West Roadway, with the idea that when shows or performances were scheduled, bollards could be placed on W. Roadway at its intersections with S. Roadway and N. Roadway, re-routing traffic around West End Park.

GROUND LEVEL MARKET

Along the West Roadway frontage of the mixed-use development, an open-air covered gallery was included. The space would function as a ground-level market or bazaar, featuring items that could be easily moved in case of a hurricane (bicycle rentals, stands, kiosks, etc.). The intended effect was to create a vibrant street-level scene along the edge of the parking structure.

SAILING CENTER / MUSEUM

At the site where the Power Squadron was previously located, a new structure was proposed that could not only hold new Squadron facilities, but could also house a sailing center and possibly a maritime museum of the West End area. The new structure would be elevated, but rather than having the area under structure devoted entirely to two levels of parking, it would only have ground floor parking and 20 feet of clearance, which would allow for passage and storage of sailboats and equipment.

WEST END PARK IMPROVEMENT

The collaborative plan, like all three charrette plans that preceded it, envisioned investment in and around West End Park. Under the collaborative plan, a transition would occur from the West Roadway / amphitheater area via the extension of partially paved plaza. The remainder of the park would be improved primarily for passive use, with a refurbishment of the central fountain and arbor, refurbishment of the pond area (perhaps with a pavilion and pond fountain), and enhanced landscaping and lighting. Improved walkways would be included, as would backstops for impromptu softball or baseball games.

IMPROVEMENTS ALONG BREAKWATER DRIVE

The entire area along Breakwater Drive would be improved under the collaborative plan. Beginning just north of the mixed-use development, a pier walkway along the lake shore paralleling Breakwater Drive would be constructed, with a recreated wetland preserve area between the walkway and the rip-rap shoreline. Pier extensions with day slips and docking are also present in this area, along with a pavilion. The pier walkway returned to the shore at the boat launch, which essentially remained 'as is' under this plan.

The area east of the boat launch stretching towards the point was envisioned as being developed as a lakefront park under the collaborative plan. The park would include a grassy park area (landscaped with berms and trees), a fishing pier, a small play spot and spray fountain for children, additional parking bays along Breakwater Drive, and most notably, a newly-created sand beach for sunbathing or swimming. The park area also featured the relocated Coconut Beach volleyball complex. The northern area of West End is a prime location for the Coconut Beach, as it provides a beach-like environment while being sheltered from winds by small berms. Additionally, the area would benefit from shared parking, with the boat launch and park area primarily using parking spaces during daylight hours, while Coconut Beach's leagues tend to operate during evening hours.

BETTER VEHICULAR ACCESS

One of the complaints voiced by charrette attendees was that the West End area was rather isolated, with only one way in and out for vehicles. Visitors arriving from or returning to Jefferson Parish via Bucktown had to travel almost all the way to Lakeshore Drive/ West End Blvd. before they access Old Hammond Hwy. The collaborative plan envisioned improving vehicular access to West End by providing two (2) new vehicular routes for the area.

The first of these was on the east side of the 17th Street Canal and links Old Hammond Hwy. with Lake Marina Drive near where that roadway veers north and becomes West Roadway. The intersection of the new route and Lake Marina Drive was shown as using a roundabout traffic circle. The new route runs north-south and roughly aligns with Kenison Street. Cut-

through traffic into the Lakewood subdivision is not anticipated as being a problem at this location, as Kenison Street extends for only a block south of Old Hammond Hwy.

The other new vehicular route was actually a return of an old connection—the extension of Orpheum Avenue with a new bridge across the 17th Street Canal just north of the proposed new pumping station. That route has not been in use since the installation of the West End parking lot in 1977, but with the complete redevelopment of the area may be appropriate.

IMPROVED PEDESTRIAN AND BICYCLE ACCESS AND LINKAGES

The collaborative plan called for improved pedestrian and bicycle access and linkages across the entire West End site, not just in the immediate development areas. A glimpse at the plan view and cross sections shows that new improved walkways were called for along the entirety of Breakwater Drive, within and along West End Park, and across and along both sides of the 17th Street Canal between the new development and Old Hammond Hwy. The boardwalk pier was also a new pedestrian amenity. However, the plan also called for bicycle lanes on both the re-extended Orpheum Avenue and Lake Marina Drive, and sidewalk repairs and enhancements along Lake Marina Drive. These were seen as vital in improving the linkages between Jefferson Parish’s Lakefront Linear Park and New Orleans’ Lakefront parks along Lakeshore Drive.

INTEGRATION OF PROPOSED NEW PUMP STATION INTO NEIGHBORHOOD

At the time of the collaborative plan’s development, the 17th Street Canal pump station was neither funded nor authorized, however, all charrette attendees and the project team felt that it would eventually become a reality. To that end, the collaborative plan envisioned a pump station that was not isolated from the community and not a facility that serves as a barrier, but rather as an interesting and useful part of the redevelopment of West End that can help link both sides of the 17th Street Canal. As mentioned above, pedestrian access across the canal could be integrated into the pump house structure, via an adjacent bridge or even via a walkway with a railing attached to the face of the pump house. Interpretive signs around the pump station area could provide a history of drainage and flood protection in the area, and windows may even allow visitors to see the massive pumps. Architecture of the pump station is also a consideration, and it is hoped that the appearance of the station would be planned in such a way as to fit in with its redeveloped surroundings.

PHASE II

DESCRIPTION

The purpose of Phase II of the project is to examine the **economic feasibility and market absorption of the uses envisioned** in the conceptual plan created in Phase I, and to then revise the plan accordingly. Plan revisions have also taken into account other outlying factors, such as the Army Corps of Engineers preferred alternative site for the pumping station. This phase also includes the creation of an initial development strategy.

REPORT ORGANIZATION

The Phase II report is organized as follows:

Chapter I – Background and Introduction

Chapter II – Architectural Program and Cost Estimation

In this chapter, the steps taken to refine the Phase I conceptual plan are described. The Phase I plan was no more than drawings and descriptions. Project architects and engineers had to develop defined numbers for the project based on these drawings: number of units of residential, amount of square footage of retail, office, and dining/entertainment, number of rooms in the proposed hotel, etc., which is described and presented in this chapter. The chapter concludes with the initial cost estimates for construction of the main complex and overall site improvements.

Chapter III – Market Analysis and Plan Revision

As part of this project a stand-alone *West End Redevelopment Market Analysis* was completed by Dr. Ivan J. Miestchovich, Jr. of the University of New Orleans. The text of the report is summarized in this chapter and all tables and data are presented in the Appendix of this document. The stand-alone report is available for review at the offices of the Regional Planning Commission. Chapter III then provides a detailing of the revisions to the site plan based on the findings of Dr. Miestchovich's market analysis and absorption study as well as revisions based on other factors, such as plans for a new permanent pumping station at the mouth of the 17th Street Canal and meetings with stakeholders. The chapter concludes with a revised site plan, revised cross-sections, and revised cost estimates.

Chapter IV – Initial Development Strategy

This chapter describes an initial development strategy determined through the findings of Dr. Miestchovich and discussion with project stakeholders. The Chapter first discusses some of the drawbacks with West End's previous model of operation as well as some of the current issues regarding the planned redevelopment. This is followed by a discussion of the most appropriate structure for an entity to of a governing to manage the process and distribute funds. The most appropriate mechanisms for financing the redevelopment are then explored, including a step-by-step description of how the project would be financed, constructed and operated. The Chapter concludes with a discussion of possible phasing options and project downsizing that have been considered in light of recent economic events.

CHAPTER II

ARCHITECTURAL PROGRAM AND COST ESTIMATION

In this chapter, the steps taken to refine the Phase I conceptual plan are described. The Phase I plan was no more than drawings and descriptions. Project architects and engineers had to develop “solid” numbers for the project based on these drawings: number of units of residential, amount of square footage of retail, office, and dining/entertainment, number of rooms in the proposed hotel, etc., which is described and presented in this chapter. The chapter concludes with the initial cost estimates for construction of the main complex and overall site improvements.

INITIAL ARCHITECTURAL PROGRAM

In order to allow the conceptual design of the main structures at West End to be transformed into concrete plans, an initial architectural program had to be completed. This task was performed by project architects, who took the drawings made in Phase I, scaled them, and using their knowledge and architectural assumptions and through calculations and assessments of the conceptual plans, the net areas for the mixed-use development were specified. These include a combination of retail, commercial/office, dining/entertainment, hotel and residential units. The Phase I design called for development to be elevated 25 feet above the lake level with a two story parking garage beneath. This compact footprint allows the various resources to share services including the aforementioned parking facility and the outdoor plaza spaces

These shared services include 1,500 parking spaces and two main plaza spaces totaling 141,800 square feet. The remaining facilities contain 112,420 gross square feet of retail, 214,360 gross square feet of residential, 27,360 gross square feet of commercial/office, 30,490 gross square feet of dining/entertainment and 68,000 gross square feet of hotel. The space allocated for the hotel allows for the construction of 80 regular rooms and 32 suites. Additionally, the residential units include a combination of ninety-six two-bedroom units, seventy-two one-bedroom units, and twelve three-bedroom units, which is considered a typical market breakdown of unit sizes.

Beginning on the following page is a more in-depth development recap of both the gross and net figures of the proposed development, broken down by use.

DEVELOPMENT RECAP

RESIDENTIAL

53,590 gross square feet Per Floor

X 4 floors

= 214,360 square feet Total Gross

X .85 Efficiency Factor (Corridor, Stairs, Elevators, Chutes, Mech, Elec)

= 42,870 square feet Net Usable Per Floor

X 4 floors

= 171,480 square feet Total Net

42,870 x .6 = 25,720 square feet for 2 bedrooms ÷ 1040 square feet = 24 units

42,870 x .3 = 12,860 square feet for 1 bedroom ÷ 730 square feet = 18 units

42,870 x .1 = 4,290 square feet for 3 bedrooms ÷ 1350 square feet = 3 units
45 units

24 x 4 = 96 2 Bedrooms

18 x 4 = 72 1 Bedroom

3 x 4 = 12 3 Bedrooms

180 Units Total

RETAIL AT RESIDENTIAL BASE

73,900 square feet Gross Area

X .90 Efficiency Factor For Residential

= **66,510 net square feet**

PLAZA AT RESIDENTIAL/RETAIL

49,380 square feet

COMMERCIAL/OFFICE BUILDING

Area of Building: 13,680 gross square feet Per Floor

X 2 Floors

= 27,360 square feet Total Gross

X .80 Efficiency Factor (Stairs, Elevator, Mechanical, Electrical)

= **21,900 Square Feet Total Net Usable**

RETAIL AT COMMERCIAL OFFICE BASE

27,360 Gross Square Feet
X .80 Office Building Efficiency Factor

21,900 Square Feet Total Net Usable

DINING/ENTERTAINMENT

North Building: 4,200 Square Feet - 1st Floor
2,940 Square Feet - 2nd Floor @ 70%

7,140 Square Feet – Total Gross Square Feet

Middle Building: 5,970 Square Feet - 1st Floor
4,180 Square Feet - 2nd Floor @ 70%

10,150 Square Feet – Total Gross Square Feet

South Building: 5,970 Square Feet - 1st Floor
4,180 Square Feet - 2nd Floor @ 70%

10,150 Square Feet – Total Gross Square Feet

Kiosk: 3,050 Square Feet

**Total,
Dining/Entertainment: 30,490 Square Feet**

HOTEL

Ground Floor Amenities = 6,800 Gross Square Feet

Typical Floor: 6800 square feet X 8 Floors =54,500 Gross Square Feet

Top Floor Reception = 6,800 Gross Square Feet

Total Hotel: 68,000 Gross Square Feet

Hotel Room Count:

10 Regular Rooms Per Floor @ 330 Square Feet – 370 Square Feet
4 Corner Suites Per Floor @ 625 Square Feet
14 Rooms Per Floor @ 5,800 Net Square Feet
x 8 Floors = 46,4000 Net Square Feet
112 Rooms: 80 Regular, 32 Suites

RETAIL AT HOTEL

19,560 Gross Square Feet
X .90 Efficiency Factor
17,600 Net Square Feet

PLAZA AT OFFICE / ENTERTAINMENT / HOTEL

| | |
|---------------------------|------------------------------------|
| 76,710 Square Feet | Main Plaza |
| 7,960 Square Feet | Elevated Plaza at Office |
| <u>7,750 Square Feet</u> | Elevated Plaza at Hotel |
| 92,420 Square Feet | Total North Structure Plaza |

PARKING

South Structure (Residential)

Area: 127,510 Square Feet x 2 floors = 255,000 Square Feet
X .85 Efficiency Factor (Stairs, Elevators, Ramp Structure, Circulation, Etc.)
= 108,380 Square Feet x 2 floors = 216,760 Square Feet
÷ 300 Square Feet/Parking Space

360 Spaces Per Floor x 2 = **720 Total Spaces**

North Structure (Commercial)

Area: 137,000 Square Feet x 2 = 274,000 Square Feet
X .85 Efficiency Factor (Stairs, Elevators, Ramp Structure, Circulation, Etc.)
= 116,450 Square Feet x 2 = 232,900 Square Feet
÷ 300 Square Feet /Parking Space

390 Spaces Per Floor x 2 = **780 Total Spaces**

Total Parking:

529,000 Square Feet
X .85 Efficiency Factor
449,650 Square Feet
÷ 300 Square Feet /Parking Space

= **1,500 Parking Spaces**

COST ESTIMATES

MAIN DEVELOPMENT

The calculations in the architectural program were then used to develop a cost estimate for the main West End complex. The estimates were developed using order-of-magnitude costs for construction present at the time of the development of the program (based on a reasonable cost per square foot). Costs for the main complex had a total development cost of \$205,991,000. Within this cost estimate, the parking structure comprised 39% of the total, while residential was 26% and retail was 11%. The remainder is made up of the hotel space (10%), the plazas (7%), the dining/entertainment (4%) and the commercial/office space (3%).

Below is a breakdown of those costs:

Parking:

$$529,000 \text{ SF} \times \$150/\text{SF} = \$ 79,350,000$$

Plaza:

$$\begin{array}{r} 49,380 \text{ SF} \\ + \quad \underline{92,420 \text{ SF}} \\ 141,800 \text{ SF} \times \$100/\text{SF} \end{array} = \$ 14,180,000$$

Retail:

$$\begin{array}{r} 73,900 \text{ SF at Residential} \\ + 18,960 \text{ SF at Commercial/Office} \\ + \quad \underline{19,560 \text{ SF at Hotel}} \\ 112,420 \text{ SF} \times \$200/\text{SF} \end{array} = \$ 22,484,000$$

Residential:

$$214,360 \text{ SF} \times \$250/\text{SF} = \$ 53,590,000$$

Commercial/Office:

$$27,360 \text{ SF} \times \$250/\text{SF} = \$ 6,840,000$$

Dining/Entertainment:

$$30,490 \text{ SF} \times \$300/\text{SF} = \$ 9,147,000$$

Hotel:

$$\underline{68,000\text{SF} \times \$300/\text{SF} \quad = \quad \$ 20,400,000}$$

$$\underline{\textbf{Total Cost:}} \quad = \quad \underline{\textbf{\$205,991,000}}$$

OTHER IMPROVEMENTS

In addition to costs associated with development of the main complex, there were other improvements planned for the overall West End area that also needed to be estimated. These included infrastructure and street/sidewalk improvements, landscaping and creation of parks and beaches, as well as construction of docks, piers and boardwalk facilities. Costs to reconstruct Coconut Beach at the new site along Breakwater Drive are included, but costs to construct a new facility for the Power Squadron in conjunction with a Maritime Museum were not included. Project engineers and staff estimated the amount of material needed and similar to the architectural cost estimates, used using order-of-magnitude costs for construction (based on a reasonable cost per square foot).

The total cost of other improvements was much less than that of the main complex (a little over \$17 million compared to almost \$206 million). **Table II-1**, on the following page, presents a full breakdown of the cost estimate for other improvements.

TOTAL PROJECT COST

With the main West End complex costing an estimated \$205.9 million and all other improvements costing \$17.3 million, the total cost for the proposed redevelopment of West End is **\$223.2 million**.

TABLE II-1 Cost Estimate for Other Improvements at West End

| Item No. | Description | Estimated Quantity | Unit | Unit Price | Estimated Amount |
|-----------------|--|--------------------|------|--------------|------------------------|
| 1 | - Mobilization and Demobilization (5%) | 1 | LS | \$658,300.00 | \$658,300.00 |
| 2 | Palm (tall) | 230 | EA | \$299.40 | \$68,862.00 |
| 3 | Palm (spiky) | 14 | EA | \$299.40 | \$4,191.60 |
| 4 | Crepe Myrtle | 50 | EA | \$225.17 | \$11,258.50 |
| 5 | Bradford Pear | 83 | EA | \$318.00 | \$26,394.00 |
| 6 | Live Oak (see Green on map) | 44 | EA | \$299.40 | \$13,173.60 |
| 7 | Fill (6 foot average depth) | 133,700 | CY | \$25.00 | \$3,342,500.00 |
| 7A | 5 ft High Berm | 800 | LF | \$144.00 | \$115,200.00 |
| 8 | Piers / Boardwalks | 75,200 | SF | \$40.40 | \$3,038,080.00 |
| 9 | Paving (streets) | 74,900 | SY | \$18.00 | \$1,348,200.00 |
| 10 | Paving (4" concrete sidewalks) | 19,140 | SY | \$57.00 | \$1,090,980.00 |
| 11 | Paving (4" decorative concrete plazas) | 30,740 | SF | \$65.50 | \$2,013,470.00 |
| 12 | Paving (parking) | 11,660 | SY | \$12.00 | \$139,920.00 |
| 13 | Fountains | 1,788 | SF | \$10.00 | \$17,878.00 |
| 14 | Play Area (\$10,000 playground equipment allowance) | 1,964 | SF | \$10.00 | \$19,637.50 |
| 15 | Volleyball Courts (Total of 49,000 SF) | 20 | EA | \$16,170.00 | \$323,400.00 |
| 16 | Green Areas (if need to sod) | 128,750 | SY | \$4.50 | \$579,375.00 |
| 17 | Utilities | 1 | LS | \$420,000.00 | \$420,000.00 |
| 18 | Volleyball Concession Building (4000 sq ft.) | 1 | LS | \$592,800.00 | \$592,800.00 |
| SUBTOTAL | | | | | \$13,823,620.20 |
| Contingency: | | | | 25% | \$3,455,905.05 |
| TOTAL | | | | | \$17,279,525.25 |

(notes to Table II-1 are presented on the following page)

Notes on Table II-1:

All quantities from previous estimate

Items 2 - 6: Landscaping estimate by review of plans

Item 7: SF's area in SF and 6 ft. depth using vehicular measure

Item 7A: Berm at Item 7 unit cost for vehicular measure

Item 8: Piers/ Boardwalks scaled length by view of plans

Item 9: Assume 8" asphalt, 8" stone, 18" sand, geotextile and 18" excavation with an 18" drain pipe each side

Item 10: Sidewalk concrete per LADOTD 706-01-A

Item 11: Item 11 plus 15%

Item 12: Assume 6" asphalt, 6" stone and 12" sand with 18" drain pipe each side

Item 13: Fountains estimate by others

Item 14: Play area allowance, based on review of catalogs

Item 15: Sand volleyball court estimate by others

Item 16: Sod cost per LADOTD 714-01

Item 17: Utilities lump sum estimate based on review of plans

Item 18: Building estimate by others

CHAPTER III

MARKET ANALYSIS AND PLAN REVISION

As part of this project a stand-alone *West End Redevelopment Market Analysis* was completed by Dr. Ivan J. Miestchovich, Jr. of the University of New Orleans. The text of the report is summarized in this chapter, and all tables and supporting data are presented in the Appendix of this document. The stand-alone report is available for review at the offices of the Regional Planning Commission. Chapter III then provides a detailing of the revisions to the site plan based on the findings of Dr. Miestchovich's market analysis and absorption study as well as revisions based on other factors, such as plans for a new permanent pumping station at the mouth of the 17th Street Canal and meetings with stakeholders. The chapter concludes with a revised site plan, revised cross-sections, and revised cost estimates.

MARKET ANALYSIS

OVERVIEW

The successful redevelopment of the West End area, anchored by a mixed use residential and commercial complex, will depend largely on market timing and positioning. Both are relatively complex issues that create ambiguity and uncertainty and thus risk. The risk profile of such a development ultimately drives investor expectations and requirements for attracting various types or layers of financing to the project. The risk profile of a real estate redevelopment project such as the one proposed for West End is a function of its complexity; the integration of public and private uses; the need to maximize revenue-producing opportunities on the site; and the extent to which each of these uses can penetrate its target markets to achieve economically and financially feasible revenue streams.

From a development perspective, this project can best be characterized as a master planned public super-infrastructure improvement on which several major uses would be built as income-producing private investments. As currently envisioned, each of these uses will function as stand-alone ventures linked physically by the public super-structure designed to put the entire development a minimum of 20 feet above current grade at the shoreline of Lake Pontchartrain. Although details of the financing plan for the project are anticipated later in the process, the current working assumption is that each privately initiated element of the project will be market driven. That is, the market and financial feasibility of each component will depend upon their individual ability to achieve market supportable rent and price levels. The focus of the market analysis is to address current and future market conditions and trends that may influence the ability of each project

component to meet required pricing, rent, absorption and normalized occupancy expectations.

As originally envisioned the project will contain 180 residential condominium units, 166,000 square feet of commercial retail and office space, approximately 30,000 square feet in full service dining or restaurant facilities (most of which will also serve alcoholic beverages) and a 112 room boutique lodging facility. The market dynamics affecting each of these proposed uses are addressed in the report sections that follow.

The next section focuses on strategic positioning issues affecting the project as a whole as well as its individual components. This discussion follows a traditional SWOT (Strengths, Weaknesses, Opportunities and Threats) approach to handle locational factors, as well as general market externalities.

The analysis then proceeds to address each market component of the proposed redevelopment. First addressed is the residential condominium component, focusing on current pricing and supply as well as an outlook for future market conditions.

The analysis then addresses the demand and support potential for retail and office uses at the proposed development. This too considers current supply and demand conditions as evidenced by occupancy and rent levels as well as future demand for such space based on future buying power from within the trade area served by the location and job growth within sectors likely to generate demand for office space.

The analysis lastly addresses the market dynamics driving potential support for a limited service boutique hotel as envisioned in the initial collaborative plan. By virtue of location and orientation this lodging facility would serve specialty segments of the market for hotel space. This would include, but not necessarily limited to, (1) casual regular visitors drawn by the project's water-orientation (i.e. boat slip occupants, weekend recreational users, participants in yacht club sponsored events, etc.); (2) business or professional visitors linked to commercial activities in East Jefferson, recovering sections of Orleans Parish outside of the CBD or to educational and training events at nearby public facilities such as the UNO Main Campus, its Research & Technology Park and Conference Center, the FBI complex, the U.S. Agricultural Research Center and the like; and (3) group meetings and convention visitor over-flow bookings. Although the latter usually requires a "flag" relationship for a hotel, there are national and international networks of specialty or boutique hotels that can help tap these overflow opportunities without a flag operator.

WEST END MARKET SWOT ANALYSIS

An analysis of project Strengths, Weaknesses, Opportunities and Threats (SWOT) helps to frame the strategic market issues that will ultimately drive how the various product components are positioned and how this positioning results in market acceptance and overall project success. The assessment of strengths and weaknesses focuses primarily

on location specific issues over which the project developers may exert some level of control or influence. The opportunities and threats, on the other hand primarily consider market related externalities over which the project developers exert little, if any, control. Opportunities are used as leverage to better position the project, while threats are forces that should be anticipated, even if they never emerge, in executing a development plan. Specific or individual strategies within the development plan should be formulated to build on strengths, remediate or address weaknesses, leverage competitive opportunities and mitigate market threats. The presentation of project strengths, weaknesses, opportunities and threats is not meant to be all-inclusive at this time, nor does it attempt to assign any weight or priority to each element. This discussion is intended to facilitate further consideration of issues by the planning team. It should also be noted that many items included in this discussion draw upon material generated from public input provided during Phase I of this project. However, the items extracted from the charrette SWOT discussions are limited to those that have specific implications for the project's market positioning. Items addressing legal or design factors are generally excluded unless they are linked to the redevelopment project's market feasibility.

Table III-1, below, summarizes the major items of the SWOT Analysis for the proposed West End redevelopment project:

Table III-1
Summary SWOT Analysis
West End Redevelopment Project

Strengths

- Lakefront Location
- Unique Development Concept
- Mixed Community Uses
- Access to Nearby Services, Recreation and Dining Venues
- Identity as Recreation and Dining Destination
- Adjacent to Stable Neighborhoods
- Access to Yacht Clubs and Harbor Facilities

Weaknesses

- Pumping Station/Flood Control Structure
- Limited Commercial Visibility
- Limited Street Access

Opportunities

- Return West End to Traditional Family Oriented Destination
- Rebuilding of SYC and Other Boating Activities/Services
- Existing Base of Boathouse Owners as Trade-up Targets
- Aggressive Rebuilding and Development in Jefferson Parish
- Regional Economic Growth Accelerates
- In-migration of Upper-Income Professionals to Region

Threats

- Slow Rebuilding/Recovery in City and Region
- Slow Absorption of Existing Vacant/Unsold Inventory
- Loss of Retiree/Empty-Nester Households
- Continued Net Loss of Upper-Income Professionals

From a market perspective, the project's major strengths, those items that can provide it with some competitive advantage, include its Lakefront location, its access to and identity with existing recreation and dining destination venues and the perceived stability of adjoining neighborhoods, particularly in the East Jefferson/Bucktown area. Its Lakefront location obviously sets it apart from just about every other possible site along the Southshore of Lake Pontchartrain. It enjoys immediate access to waterfront activities as well as opportunities for a wide variety of views from each of the various end use elements proposed for the project. There are no other sites along the Lake's Southshore that currently present this unique set of locational and market positioning attributes. A key issue going forward will be to determine the extent to which consumers will be willing to pay a premium for this set of locational attributes.

The destination identity of the West End location is also critical to the project's positioning. West End and the neighboring Bucktown community have a mystique and lore that is unique in the New Orleans area. Natives grew up frequenting the area for family dining and recreational/boating activities and taking out-of-town visitors to the West End for the "experience." Historically, it was not uncommon to see tour buses filled with tourists anxious to gorge themselves on a wide variety of seafood offered by local restaurants and to sample some of the local culture, music and entertainment as offered by some of the local bars and the somewhat offbeat "Club My Oh My." West End has always been identified as a place to go to experience the character and "characters" of New Orleans.

The "stability" of nearby neighborhoods goes directly to the issue of desirability as a place to live, visit or do business and more importantly to the sustainability of value over time. The immediate surrounding neighborhoods are characterized by residential single and multifamily communities with limited yet necessary neighborhood commercial services and conveniences. The neighborhoods in East Jefferson have generally recovered from major storm damage and are seeing an increase of infill redevelopment bringing new upper end (\$500,000+) single family housing to the area. Historically these neighborhoods have been identified as safe, family oriented communities that enjoy good access to concentrations of employment (Metairie and New Orleans CBD) without the commercial congestion and traffic problems associated with neighborhoods closer to the Veterans Boulevard and the I-10 corridor.

The major market oriented weaknesses consist of a relatively short list of items. However, each can be significant in the merchandising of the project and will need to be aggressively addressed. These include the newly installed flood control/pumping structure at the mouth of the 17th Street Canal and limited commercial visibility and street access. Of the three weaknesses, the existing "temporary" flood control structure has the most significant potentially negative impact on the project. As necessary as it is to protect the City and East Jefferson from future storm surge, its massive presence cannot be ignored as an element of the given landscape some components of the proposed development will overlook. Similar equipment on the Orleans Canal is having a negative effect on East Lakeshore properties close to or within the line of sight of this equipment.

Depending on the value of the property the dollar impact can range from \$50,000 to \$150,000 according to local realtors with listings along streets such as General Haig, Jade, Jewel, Crystal and Amethyst. Over time, the effect of this equipment on property values may be less obvious as it becomes a more normal and accepted part of the City's defense against future potentially catastrophic hurricanes. Additionally, the US Army Corps of Engineers has decided upon a site for a new, permanent pumping station at the mouth of the 17th Street Canal, which should replace the existing structures. Although the details of the pump station design and layout are to be determined through a design-build process, The Corps has stated that context-sensitive design will be one of their contract specifications. Building a more traditional looking, New Orleans-style "pump house" will go a long way towards ameliorating this weakness.

The limited street access is problematic on two fronts. First, the not so simple chore of accessing the West End area could be made more challenging with the development of a major destination attraction, such as the one proposed. Increased residential density plus enhanced retail, office and restaurant offerings will generate more traffic demand on an already limited service street network.

The second aspect of limited street network focuses on business and commercial accessibility and visibility. This is not so much an issue with potential office space users or destination type restaurants. However, for some categories of potential retail and service occupants, the lack of visibility and access could adversely impact sales productivity and market penetration. For specialty retailers and service providers, much of their business is destination driven or fed by other uses in the proposed facility (i.e. condominium residents, restaurant patrons and hotel visitors). However, the success of the retail component will rely, at least in the initial life of the project, on attracting customers from the immediate adjoining and nearby residential neighborhoods in East Jefferson and Orleans Parish. Merchandising, special events and programmed promotion of the facility will be necessary to effectively communicate the availability of retail and service offerings at the proposed project. However, steady doses of such events can be costly and may still not be sufficient to totally mitigate customer access issues.

One weakness not touched upon during the charette process is the issue of insurance. The entire site exists outside the hurricane protection levee. Use of an elevated structure may assist in gaining insurance for a development, but based on a review of policy premiums for other such developments in the area, the cost for insurance may still be prohibitive.

A second weakness not realized during the charette process is the high cost of constructing the elevated "base" for development, which doubles as a parking structure. This is approximately eighty million dollars, nearly half the cost of the total main complex development as envisioned.

The opportunities for this project's market success are in many ways linked to locational attributes already discussed. This includes the rebuilding of a truly family-oriented destination at West End focusing on venues that build on old traditions but with a new

and enhanced focus. This links to the emergence and rebirth of anchor facilities in the surrounding area such as the Southern Yacht Club and other boating and recreational activities focused around the harbor. As these facilities rebuild and expand the market presence of the proposed facility becomes more strategic and is better positioned to attract customers from a wider range of both residents in and visitors to the West End area.

To a large extent, the success of the project will be driven by the rate and extent of growth and development in the areas immediately bordering the proposed project in Jefferson and Orleans Parishes. Jefferson's recovery and growth since Katrina has clearly outpaced the City's (see Tables 2, 3, 4 and 5 in the Appendix) and Jefferson's economic development initiatives and strategies have been more focused and deliberately pursued. This will only help the neighborhoods bordering the project in East Jefferson.

Although Orleans Parish's recovery and growth since Katrina have lagged behind other parishes, particularly Jefferson and St. Tammany, the City's recovery and rebuilding efforts are gaining some traction. This is particularly true in neighborhoods along the Lakefront and in Lakeview where residents have generally driven the rebuilding and redevelopment process in spite of local, state and federal government failures to effectively facilitate the process. Unlike the less affluent neighborhoods more heavily dependent on government intervention, these neighborhoods are better positioned for more intense private investment and rebuilding over the next five years. This can only help fuel demand for more goods and services some of which could be made available at the proposed project.

Of course much of this opportunity will be linked directly or indirectly to the overall growth and development of the regional economy. Even before Katrina, the New Orleans region was exhibiting lackluster economic performance. In fact, job growth throughout the multi-parish region has averaged less than 2% annually for the past ten to fifteen years. Individual parishes such as St. Tammany and Jefferson have generally grown at slightly faster rates than the region as a whole. However, the regional economy has been anything but robust and sorely in need of diversification to gain traction and move forward on a more solid footing. Hurricane Katrina caused, in some cases, significant harm to some sectors of the local economy; particularly those which support higher paying professional salaries and that represented a shift, albeit slight, in the direction of more sustainable economic drivers for the regional economy. This is particularly true for the medical sector where a slowly emerging biotech sector was gaining a foothold pre-Katrina and the film and video industry that was becoming increasingly fertile with the help of state tax credits.

In short, a slow or stalled economic expansion at the regional level presents a significant threat to the market viability of the proposed project. Slow growth means less market momentum to absorb existing inventories of unsold residential units as well as vacant retail and office space. A slower growth regional economy, particularly one depressed by a national economic slowdown, would also reduce tourist, convention and business traveler volumes to the region and thus further impede recovery in the hotel and

hospitality sectors. These trends could ultimately produce a steady net outflow of upper income professionals who would otherwise seek economic and employment opportunities in the New Orleans region. Slow to no growth across the region could also further stymie the return of older empty-nest households to the New Orleans area. These are two target segments representing prospective consumers of luxury condominiums in the area, including those proposed for the West End project.

It should be noted that within the past few months prior to this document's completion, the overall U.S. economy has slipped into a recession and certain aspects of market opportunity for this project have become more challenging, at least in the short to intermediate term horizon. The "meltdown" in global financial markets makes it very unlikely that this proposed project would receive much attention from private lenders and equity investors within the next two years. Existing properties requiring some form of refinancing and new projects already in the development/construction pipeline will have "first bite at the apple." Pending or proposed projects, particularly large ones such as the West End Redevelopment, will be placed further back in the funding queue until financial markets recover and liquidity is restored. Although somewhat of a setback, this would allow time to design targeted development finance strategies that could be executed more effectively as the economy and financial markets move to recovery and strength.

With regard to specific elements of the proposed project, the one most impacted by current economic and financial conditions is the luxury or boutique hotel. This was considered a marginally feasible element in this market analysis even before the recent downturn, for reasons discussed later in this analysis, but the more recent unfolding of financial market failures and worsening national and global economic conditions make the introduction of such an element in the overall development plan highly unlikely in the foreseeable future. With domestic and international travel declining, existing lodging facilities locally and throughout the U.S. are faced with significant challenges to achieve breakeven occupancy and room rate levels. This is particularly true for unflagged, independent specialty or boutique lodging facilities that cater to the luxury segments of the hotel market.

Current economic conditions would also negatively impact the ability of the proposed project to attract retail tenants. Rising unemployment, strained household budgets and falling consumer confidence have reduced retail spending locally and across the U.S. As such, many retailers have announced store closings or significantly reduced expansion plans. Although this has been most obvious among national and regional chains, the spillover effect to local retailers is inevitable and unfolding as economic conditions weaken in the region.

The residential component of the project is also vulnerable to current economic conditions. Although this will be addressed more fully in the next section of this analysis, weakening housing demand and elevated levels of consumer uncertainty are not conditions that engender high levels of market opportunity when it comes to selling luxury condominiums. At the same time, it is not likely that a project focused on marketing high end condominium units would be received very well by construction

lending sources either locally or from larger money center institutions. Many banks and other construction lenders have loan portfolios awash with such assets, many of which are currently considered non-earning or distressed. Adding more to their portfolios is less than advisable in the current economic and regulatory environment.

WEST END CONDOMINIUM MARKET

The dynamics of the condominium market in the New Orleans area have changed significantly over the past six to twenty-four months. In the period immediately following Hurricane Katrina, demand for condominium units throughout the region surged as residents displaced from flooded or otherwise damaged homes rushed to find alternative shelter. During the period immediately following the storm condominium prices in the metropolitan area rose to \$204,397 or 6.4% higher than the \$192,112 average price in the first eight months of 2005 and 27.1% higher than the \$160,818 average price recorded in all of 2004. Also during this period, much of the available inventory was quickly absorbed. As housing units are repaired and rebuilt, the demand for condominium units has slowed. This has been compounded by the out-migration of several segments of the market that are typically very important to condominium sales. This is particularly true among older, empty-nest retirees and young professionals such as those linked to the badly damaged healthcare sector. The net result of these forces is a condominium market characterized by flattening prices, extended marketing times and growing unsold inventories.

This is best reflected by the rather modest (0.89%) increase in average condominium prices between 2005 and 2006. After allowing for the extraordinary few months immediately following the storm, the overall average condominium price in the metropolitan area for 2005 was \$195,205 among 1,855 units sold. In 2006, the total number of units sold dropped to 1,627 units (a decrease of 12.3%) with an average price of \$196,941. But since the time period immediately following the hurricane (early 2007 on) for the most part, the condominium market has weakened further as average prices have fallen and average marketing times have lengthened.

The highest average prices for condominium units in either Orleans or Jefferson Parish are found in the French Quarter and in the CBD/Warehouse District. These are also market sectors characterized by longer marketing times for sold inventory and wider variances between listing and selling price. In the French Quarter, the average price of a condominium unit sold through the first eight months of 2007 (when this analysis initially began) was \$286,089 or \$402 per square foot (PSF). The typical or average unit sold was relatively small (774 square feet), had one bedroom and one bath and sold for just under 93% of listing price. However, since that time, the average price per square foot has slipped 4% (from \$402 to \$386) when compared to the January to August 2007 period, while average days on market has increased by over 15% from 144 to 166 days.

In the CBD/Warehouse District, units sold tend to be larger (1,133 square feet) with an average selling price of \$350,556 or \$301 PSF. During the first eight months of 2007,

the typical unit in this sector of the market took just over three months (97 days) to sell and sold at a price that was 93.8% of its original asking or list price. Since that time, average marketing times in the CBD/Warehouse District sector have extended by over 14% (from 97 to 111 days) while average prices have slipped 2% from \$301 to \$295 PSF.

These sectors of the market represent the upper end of condominium pricing in the New Orleans area. All other sectors, particularly on a price per square foot basis, are lower and in some cases significantly lower.

Data from the first eight months of 2007 showed that in the Uptown-Fountainbleau sector, for example, the typical unit sold for an average price of \$292,075 or \$285 PSF while in the Lower Garden District and Garden District sectors condominium units sold for average prices of \$211,542 (\$245 PSF) and \$254,971 (\$238 PSF), respectively. Sale to list price ratios ranged from 94.9% to 96.0% with average marketing times ranging from 92 to 130 days. Over the past year and a half, however, there have been further price declines in these areas and longer marketing times. Sectors with the largest price declines in Orleans Parish were City Park, Uptown-Fountainbleau and the Lower Garden District. Among the seven sales recorded in the City Park area, average prices fell by 38.3% or from \$175 to \$108 PSF, while in the Uptown- Fountainbleau and the Lower Garden District sectors average prices per square foot fell by 21.1% and 13.9%, respectively. Increases in average marketing times among these three sectors ranged from 7.7% (109 to 133 days) in City Park to 43.5% (92 to 132 days) in the Lower Garden District.

In Jefferson Parish, Old Metairie is the only sector approaching a pricing structure that is somewhat indicative of what might be anticipated and needed at the West End location. During the first eight months of 2007, a total of seven condominiums sold out of an inventory of 34 available (listed) units at an average price of \$378,571 (\$227 PSF). This represented just over 94% of the original asking (list) price for units that took an average of 90 days to sell. Since that time period, prices in Old Metairie have declined 15.4% (\$277 to \$192 PSF) and this price softening in the Old Metairie area was accompanied by a more than doubling of the average marketing time needed to sell a condominium unit from 90 to 185 days. In each of the other sectors of East Jefferson, condominium prices averaged under \$175 PSF in 2007. As would be expected, the tightest sale to list ratios are found in sectors where average prices are typically most affordable, generally in the range of \$90,000 to \$120,000. In the I-10/Airline sector, for example, the average condominium price for the first eight months of 2007 was \$91,788 or \$106 PSF. This represented 98.1% of the list or asking price for a unit taking an average of 72 days to sell. While the 2007 highest sale-to-list price ratio (99.8%) was in the Lafreniere-Bissonet sector where prices averaged \$120,881 (\$135 PSF) for a typical two bedroom, one bath unit with 897 square feet of living area, a troubling weakness is that here average prices fell by just under 12% (from \$135 to \$119 PSF) as average marketing time nearly tripled from 90 to 343 days. It is also important to note that the ratio of list-to-sale

price in this sector fell from 99.8% in the January 2007 to August 27, 2007 period to 95.5% in the update period from August 28, 2007 to July 31, 2008.

Nearby comparable properties that establish a pricing structure for the West End Redevelopment are located on Old Hammond Highway in Jefferson Parish and along Lake Marina Drive in Orleans Parish. For the Old Hammond Highway properties, average prices for condominiums sold range from \$165,000 (\$202 PSF) to \$650,000 (\$246 PSF), with the highest price per square foot of \$315 for a 1,713 square foot unit sold at 400 Old Hammond Highway for \$540,000. Along Lake Marina Drive, prices ranged from \$112,500 (\$156 PSF) to \$395,000 (\$182 PSF). However, properties at the upper end of this price range (over \$300,000) had marketing times extending from 266 to 516 days.

Clearly the condominium market across the range of price points and geographic sectors is in a period of adjustment and further weakening. Embarking on new construction adding more upper-end condominium units to an already flush inventory is not advisable nor would it likely be received by lenders and investors. The risk profile for such an undertaking is too high to attract development capital at this time. However, as the market recovers and financing sources begin to seek new investment opportunities, the inherent locational advantages of the West End redevelopment site should warrant consideration from development and construction lenders. The barometers of pricing structure for the site will continue to be evidenced within existing sectors such as the French Quarter, CBD/Warehouse District and Old Metairie. These areas will in essence define the upper ranges of revenue productivity for new projects when measured in terms of price per square foot.

Tables 6, 6A, 7 and 7A in the Appendix provide an overview of condominium sales activity in selected submarkets of Orleans and Jefferson Parishes for the period January 1 through August 27, 2007. Detailed listings of properties included in the summary analysis are shown in Appendix Tables A-1 through A-17.

WEST END COMMERCIAL MARKET

The redevelopment plan for West End also calls for a mix of retail and office commercial uses. As presently envisioned, this would encompass approximately 166,000 square feet of retail space, 30,000 square feet of freestanding restaurant space and 22,000 square feet of office space. The first two parts of this section address the retail component while the last part addresses the proposed office uses.

Retail Analysis

The development dynamics for the proposed retail uses are defined by two major factors: first the level of retail rent currently achievable in the market and secondly by the anticipated support potential for retail square footage at the site. The first issue is addressed by an analysis of rent and occupancy trends among existing retail venues in the

East Jefferson market while the second is addressed with an analysis of growth trends within the trade area served by the West End site.

Occupancy and Rent Trends

The analysis of occupancy and rent trends is limited to the East Jefferson sectors of Metairie, Kenner and Elmwood, and is shown on Tables 8 and 8A of the Appendix. This is primarily due to the fact that much of the nearby existing retail space in Orleans Parish was heavily damaged by flooding and for the most part has not been returned to inventory. As such, target rent levels for the proposed project should be based upon the best available information for retail in Jefferson Parish, particularly in its Metairie sector, the one in closest proximity to the proposed project.

Although retail facilities throughout East Jefferson experienced some level of damage from Katrina, its extent and severity were far less than in the flood inundated portions of neighboring Orleans Parish. For the most part, retail shopping centers throughout East Jefferson that were damaged have now been repaired and placed back in service. This allowed businesses to re-open more quickly in Jefferson Parish and has provided much needed retail and service locations to accommodate not only East Jefferson residents but also residents of nearby Orleans Parish neighborhoods who have returned. This has produced a situation in which retail occupancies and rent levels throughout the three East Jefferson sectors used in this analysis have steadily risen over the past several years. Average occupancy in these three sectors stood at 95% as of the end of 2006 as compared to the immediate Post-Katrina average occupancy rate of 93.1%. Over this period average rents rose from \$15.73 PSF to \$15.88 PSF.

For purposes of establishing comparable rent levels for the West End redevelopment project, rents in the Metairie sector for Class A Centers and Malls are the most relevant benchmarks. Class A Centers are generally newer retail strips while Malls generally include facilities with enclosed areas linking two or more major retail anchors. The average rents reported for Malls exclude space anchored by major tenants that typically have large building footprints. The rents reported primarily reflect small retail outlets along mall corridors.

The retail mix envisioned for the West End redevelopment project would consist primarily of specialty or destination type retail facilities. As such, Class A and Mall tenants in existing Metairie facilities represent reasonable comparables for establishing target rents for the proposed project.

Among A Class retail centers in Metairie, rents averaged \$18.17 PSF through the end of 2006 in facilities where occupancy levels averaged 97.6%. The centers included in this analysis are listed in Tables 9 and 9A of the Appendix. Four of the six centers reported 100% occupancy levels with average rents ranging from a low of \$11.00 PSF in the Magnolia Shopping Center to \$25.50 PSF in Old Metairie Village. The more typical of the lower end of the rent range was \$18.50 PSF reported by three centers. In most cases

these are base rents which do not include utilities, common area charges, or overage rent collections based upon a particular tenant's sales productivity.

With very few exceptions, conditions in the retail space market generally improved through the end of 2007 as evidenced by both rising occupancy levels and rents. In the Metairie sector, for example, average occupancy among all categories of retail space rose from 97.0% in Fall 2006 to 97.7% in Fall 2007 while average rents rose from \$16.94 PSF to \$17.68 PSF or by 4.4%. At the same time, average occupancy in the Kenner area rose from 85.0% to 91.6% as rents edged up 3.2% from \$13.67 to \$14.11 PSF. The only sector to experience a drop in average occupancy was Elmwood. Here the occupancy rate fell from 98.3% in 2006 to 92.0% in 2007 driven largely by declines among Class B retail properties. Average rents in the Elmwood area however, rose 10.1% from \$14.04 to \$15.46 PSF.

Trade Area Demographic Trends

The long-term sustainability of any retail or other business location is ultimately linked to the market support dynamics of the trade or service area(s) from which these establishments draw a majority of their sales and revenue. Trade or service areas are somewhat more defined geographic sectors within a larger market environment that drives growth in population, households and income. Although the larger market geography of Orleans Parish is on a relatively slow recovery path, East Jefferson has managed to stabilize fairly well in a post- Katrina environment and resume a steady pace of job and population growth. This is due largely to the fact that East Jefferson was spared the major destruction and disruption brought by the storm's flooding and surge and that wind damage was more moderate and is well on the way to being fully repaired in most cases. East Jefferson, although not independent of some of the negative forces influencing the region at large, is rather well positioned to enjoy recovery growth rates comparable to other suburban communities.

For purposes of this analysis, the West End trade/service area has been divided into two geographic sectors: primary and secondary. The primary trade area (PTA) is defined as census tracts 201.01 and 201.02 in Jefferson Parish and census tracts 56.01, 56.02, 76.03 and 133.01 in Orleans Parish. The secondary trade area (STA) includes six other tracts in Jefferson Parish (202.01, 202.02, 221.01, 222.00, 223.01 and 223.03) and two in Orleans Parish (56.03 and 56.04). The total trade area (TTA) simply combines these census tracts into one contiguous area. Tables 13 and 14 in the Appendix provide demographic profiles for each tract based on the 1990 and 2000 Censuses, and these tract locations are illustrated in **Figure III-1** on the following page.

Figure III-1 Census Tracts Comprising West End Total Trade Area
(primary trade area in green, secondary trade area in yellow)



By definition, the PTA is the market area providing a majority of support for retailers and some other businesses at a particular site or location. The STA is generally less accessible to businesses at a given location and is relied upon less as a necessary contributor to an establishment's long term support and sustainability. In the case of the proposed West End redevelopment location, the majority of its support will most likely be drawn from households in the PTA or by those willing to make destination shopping trips from portions of the STA. The extent of such destination visits will depend largely on the type and mix of merchandise and services available at the West End site. Destination-oriented visits are usually more likely when some type of eating, drinking or entertainment oriented enterprise has established a faithful and reliable customer base willing to encounter longer travel times and possibly some inconvenience. The redevelopment of New Orleans style restaurants at the site would provide this kind of destination attraction.

The population and number of households remained fairly level in the West End trade area since 1990 while Orleans and Jefferson Parishes overall were experiencing shrinkages. Between 1990 and 2000, for example, the population of the PTA fell from 20,924 to 20,604 (or by 1.5%) while the number of households grew from 9,561 to 9,698 (or by 1.4%). In the STA, total population between 1990 and 2000 declined by just 0.2% (from 18,764 to 18,716) while the number of households grew from 8,751 to 9,001 or by 2.9%.

The growth dynamics of the trade area, particularly the PTA, were dramatically altered by Hurricane Katrina and the flooding disruption the storm inflicted in neighborhoods such as Lakeview and Lakewood North and South which border the 17th Street Canal. At the end of 2006, it is estimated that the total PTA population stood at 12,650 persons with an estimated 6,045 households. In the STA, which also includes census tracts that experienced flood damage, the year end 2006 population stood at 16,115 with an estimated 7,710 households. Recovery in many of the Orleans Parish neighborhoods in

the PTA and STA is steady albeit slower than anticipated. Construction of new homes in portions of Lakeview is quite evident as is the reconstruction and restoration of existing residential and commercial structures. As recovery and rebuilding funds continue to flow into the area, the pace and extent of recovery and rebuilding will hopefully accelerate.

By 2010, the PTA's total population is forecast to reach 14,885 persons while the number of households rises to 7,125. By the end of the next decade (2020) the PTA's total population is expected to grow to 17,760 while the number of households reaches 8,815. The STA's total population is expected to reach 18,760 persons by 2010 and 19,730 persons by the end of the next decade. The number of households is expected to grow to 8,280 and 9,440 in 2010 and 2020, respectively.

As the trade area neighborhoods continue to recover and grow, so too does the total buying power and thus retail sales potential. This is a function of basic population growth and rises in per capita personal income which are driven by economic expansion, public and private investment, the income distribution of households and job growth. Per capita income fluctuates within a rather narrow range reflecting the dynamics of job and population growth. In some periods per capita income may rise as job growth and economic expansion outpace population gains for a particular period. In others, just the reverse may occur as population growth rates outstrip growth in the local economy. The important issue for retail and business support levels, however, is what occurs over the long-term with regard to aggregate household income (AHI) or gross purchasing potential. In that regard, the PTA is expected to show steady growth with AHI growing from \$440.9 million in 2006 to \$520.8 million by 2010. By the middle of the decade (2015), total AHI for the PTA is forecast to reach \$568.6 million with a steady pace of growth helping AHI reach \$627.0 million by 2020.

In the STA, the estimated 2006 population of 16,115 persons has a combined AHI of 416.4 million. By 2010, this AHI is expected to grow by 9.8% to \$457.2 million and reach \$543.3 million in 2020.

These patterns of continued growth in both the PTA and STA translate to potential support for new business space at the West End site as well as in other retail and business corridors and centers in and around East Jefferson and Orleans Parish. The analysis which follows addresses this support potential more specifically in terms of retail sales expenditures and supportable square footages of space.

Trade Area Retail Sales Potential

Tables 15 through 17 in the Appendix summarize estimates and forecasts of retail sales potential by selected categories of establishment for the primary, secondary and total trade areas for the West End Redevelopment covering the period 2006 through 2020. The list of store categories was selected based upon the types of establishments that could possibly be located in the West End Project. The type of development envisioned and its location eliminates a wide variety of major retail establishments such as big box retail and discount outlets, department stores and many others requiring either immediate major

highway access, excellent visibility, a very large critical mass of nearby retail activity supported by an expansive population base or all of the above. The type of retail and business establishments examined include a mix that would potentially cater to the market needs of the immediate surrounding area (the PTA) and the somewhat larger trade area encompassing other Orleans and Jefferson Parish neighborhoods. The list is not necessarily intended to be exhaustive but reasonably illustrative of the kinds of business activity that could be supported within the context of local market dynamics. It should also be noted that although the list focuses on individual store types, it is highly likely that one location or business could draw upon support that would cut across these categories. For example, a specialty food outlet might also carry beer, wine and other liquor as well as provide limited service dining opportunities.

The specific estimates and forecasts of sales potential are based on an analysis of historic trends in actual retail expenditures in relation to actual total personal income. This analysis is presented in Table 18 of the Appendix for the New Orleans MSA in which Orleans Parish is included. The MSA level data for 1997 and 2002 is drawn from the U.S. Census Bureau's Economic Censuses for those years. These are the most comprehensive and generally reliable detailed reports of retail expenditures available on a recurring basis. Although using reports for Orleans or Jefferson Parishes alone could have been helpful, disclosure limitations at the parish level excluded many categories of retail expenditure that were necessary and important to this analysis. Using the larger geography also helps to normalize data anomalies that might skew trends for certain store types during the reporting periods. For purposes of this analysis, a blend of the shares of total aggregate household income (AHI) expended by store type is used. These shares when applied to previously discussed level of AHI result in estimates of retail expenditure potential by store type for the 2006 to 2020 period.

In 2006, the annual estimated total retail stores and restaurant expenditure potential for the West End PTA stood at just over \$173.8 million. The largest single expenditure categories as might be expected were Grocery Stores (\$22.4 million), Food Service & Drinking Places (\$22.1 million) and Pharmacies & Drug Stores (\$9.3 million). By 2010, total annual retail and restaurant sales potential in the PTA is forecast to reach \$205.4 million and grow to \$247.2 million by 2020. The distributions of sales by store type remain fairly constant over the forecast period. This is primarily due to holding the relative shares of AHI constant since there were no material changes evidenced by the base analysis shown for the years 1997 to 2002. Although some changes in consumer expenditure patterns are inevitable, they are not likely to be of major significance to the mix of retail and business uses that could be supported at the West End redevelopment site.

The STA is expected to grow from a total estimated retail and restaurant sales volume of \$164.2 million in 2006 to \$180.2 million by 2010. Grocery store sales are expected to grow from \$21.2 million in 2006 to \$23.5 million in 2010, while sales potential among Food Service & Drinking Places and Pharmacies is expected to reach \$23.0 million and \$9.6 million, respectively. By the year 2020, total retail and restaurant sales potential is forecast to reach just under \$214.2 million.

Market-Driven Supportable Space and Use Potential

In establishing an appropriate or workable scale of retail location for West End, the dynamics of what is realistically supportable in the market must be considered. This is particularly true for space that could potentially be supported from market demand within the primary trade area (PTA). This would include not only support from within the immediate surrounding neighborhoods, but also from the balance of the neighborhoods comprising the PTA and to a lesser extent from immediately accessible neighborhoods extending into the secondary trade area (STA). Although the square footage support potentials are rigidly defined by trade area sector, it should be emphasized that trade areas by definition are porous in reality. That is, retail and other business consumers flow across boundaries freely either exporting or importing their expenditures. Consequently, trade area driven demand and support potential is very fluid, dynamic and ever-evolving. And, the more destination and specialty oriented a business is, the more fluid and expansive their customer base can become. For many specialty businesses this market fluidity is important to their long-term profitability and sustainability.

The estimates and forecasts of supportable square footage are derived from the previously discussed levels of sales potential by store type when divided by an average level of sales productivity per square foot (PSF). The sales productivity measures used for this analysis are shown in Table 22 of the Appendix and are drawn from the Urban Land Institute publication *Dollars & Cents of Shopping Centers* as well as from rent roll and tenant information available to the analyst. The sales productivity levels are held constant throughout the forecast period since all sales and income information is presented in 2006 dollars. This provides a reasonably good view of the impact market growth alone is likely to have on sustainable levels of space support from one period to the next. The estimates of square footage are shown in Tables 19 through 21 of the Appendix.

For the PTA, the total supportable square footage of space in 2006 is estimated at about 267,795 square feet. This includes 164,642 square feet of total retail and 103,153 square feet of Food Service & Drinking Places. Within the retail categories, grocery stores account for about 64,058 square feet of space followed by Pharmacies & Drug Stores at 35,606 square feet and the total category of Clothing at 22,760 square feet. Conceptually, the West End project would in all likelihood have difficulty leasing to a pharmacy or supermarket. These store types require higher traffic counts, greater visibility and proximity to other major retailers.

The specialty convenience concept for the West End location community would draw primarily on the Grocery, Specialty Food and Beer, Wine and Liquor support potential as well as segments of the Food Services and Drinking Place sales support. Given the destination orientation and focus of the redevelopment plan, other specialty retail and service locations could represent a portion of the tenant mix. This would include clothing and shoe stores, general and specialty line sporting goods as well as gift, book and hobby/toy/game stores. Inevitably, some retail potential will be linked to the generative

demand produced by the other uses within the redevelopment project, particularly its residential, restaurant and lodging components. However, neither of these are of a scale or size sufficient to produce retail sales support for any individual retail tenant. The long term success and sustainability of the retail will be linked to the project's ability to attract customers and buying power from the surrounding neighborhoods comprising the defined trade area.

By 2010, total retail and restaurant support potential within the PTA is expected to reach 316,375 square feet. For the proposed project as envisioned with 112,420 square feet of retail and 30,490 square feet of restaurants, this would require the equivalent of an overall penetration rate of 45% of total supportable square footage within the PTA. When the total trade area is considered the market penetration rate to support this proposed new retail inventory drops to just over 27%. In either case, however, these penetration rates would be too aggressive to expect given the presence of existing retail and restaurant competitors in the surrounding market area.

Although required penetration rates decrease over the 2010 to 2020 forecast period (from 24.6% in 2015 to 27.6% in 2020 for the total trade area), the shares required to support the proposed commercial space at the project are somewhat beyond the realm of reasonable expectations. This could change, obviously, if recovery and growth rates within trade area neighborhoods accelerate or if much of the existing competitive retail space in the Orleans Parish sector of the trade area remains off the market for the next five to ten years. At this point, neither of these scenarios is very likely.

The alternative market driven conclusion is to scale back the number of square feet programmed for retail/commercial space in the development plan. This would not necessarily mean not building it in the initial phase, but maintaining it as unfinished space for future expansion. As the development matures and surrounding area recovers and grows this space could gradually be introduced into the market. The same would be true for the freestanding restaurant venues. To support the smallest (7,140 square feet) of the three proposed would require capturing 15.3% of the estimated 2010 demand for Full Service Dining facilities from within the PTA and 9.5% of the estimated support potential from within the total trade area. The larger proposed restaurant facilities (10,150 square feet each) would require larger market shares as they were introduced. However, being phased in over time should facilitate a more reasonable absorption of this new space into the market. It should also be noted that the restaurants envisioned for the facility are likely to be supported by destination visitor/customers who will travel from neighborhoods well beyond the confines of the PTA and STA boundaries. This, in essence, will help to mitigate otherwise somewhat aggressive market share expectations. However, the extent to which this destination oriented business will contribute to overall sales productivity at the site is difficult to anticipate at this time.

Office Market Potential

Office uses in the West End redevelopment strategy account for a relatively small share of the total space in the overall project. However, as a proposed mixed use facility, some consideration must be given to the market dynamics driving support potential for this category of space utilization. As envisioned, the type of office user at the site would include those within professional and service fields with primarily a local customer/client base. This could include professionals within the accounting, legal, medical and allied medical fields as well as those providing financial or other business consulting services. One of the primary attractions for some tenants would be the proximity of affluent residential neighborhoods as well as relatively easy access to concentrations of business and commercial interests in both Orleans and Jefferson Parishes. The typical tenant would probably require 2,000 to 3,000 square feet of space with others requiring as little as 500 to 1,000 square feet. Some consideration may also be given to a portion of the space being allocated for an executive suite environment where tenants would occupy 250 to 300 square feet with a core of central services including one or two conference rooms.

The proposed office space would best be compared to Class A office accommodations in the Metairie sector of East Jefferson. The majority of the relatively little office space available in the Lakefront portion of Orleans Parish remains unavailable and thus provides no basis for comparison. Much of this space is being rehabilitated and repaired. However, when it is available it will represent Class B office space within a competitive context.

In the Metairie sector, demand for office space has remained relatively strong over the past five years. Shortly after Katrina, average occupancy has risen from 90.9% to 91.0% while average rents rose 4.7% from \$16.52 PSF to \$17.29 PSF. Within Class A buildings, average occupancy edged up from 92.0% to 92.1% through the end of 2006, while average rents have risen to \$22.80 PSF or 4.6% higher than the \$21.80 PSF recorded just after Katrina. Rents in Class A buildings have continued to rise through most of 2007 with space typically offered at rates of \$23 to \$25 PSF. The East Jefferson office market continued to strengthen through the end of 2007 as evidenced by occupancy and rent trends. Average office occupancy rose from 91.4% in 2006 to 95.0% in 2007 as average rents for all classes of property combined rose 5.8% from \$17.11 to \$18.10 PSF. The most robust rise in rents (10.2%) occurred in the Metairie sector (from \$17.29 to \$19.05 PSF) as average occupancy edged up from 91.0% to 91.2%. Rent increases were recorded for each category of office space rising from \$22.90 to \$23.10 PSF or by just under one percent. The most aggressive absorption of available inventory occurred in the Kenner sector where average occupancy rose from 90.2% at year end 2006 to 96.9% at the end of 2007. During the same period, average rents rose 7.2% from \$16.10 to \$17.26 PSF. In the Elmwood sector, average office occupancy edged up from 95.3% to 95.9% between 2006 and 2007. Over the same period, average rents rose from \$16.42 PSF to \$16.88 PSF or by 2.7%. (Tables 23, 23A, 24 and 24A in the Appendix present this data).

With no major additions to office inventory anticipated in East Jefferson over the next few years, average occupancy and rent levels should continue to edge upward. The primary threat to continued strengthening of office space demand in this sector of the market is an acceleration in the relocation of businesses from Jefferson to St. Tammany and Tangipahoa Parishes. This movement, however, is having greater impact on warehousing and distribution facilities where office employment is not as significantly represented.

HOTEL / LODGING MARKET ANALYSIS

Concept and Market Positioning

The master plan for the redevelopment of West End calls for the inclusion of a 112 room “boutique” hotel facility. Like other elements of the design plan, the hotel would be built on the surface of the project superstructure that would include several levels of parking. A portion of this parking would be set aside for the hotel facility.

Boutique hotels are a segment of the lodging market that, by their very nature, largely defy specific classification or categorization. Boutique hotels generally pride themselves on their uniqueness and the fact that they are NOT lumped in with convention, commercial or some other class of lodging facility. However, there are enough of them currently operating in the U.S. to at least provide a descriptive classification that is important to understanding how these facilities must be positioned within the market in which they compete.

Boutique hotels are generally small, mostly urban facilities with usually less than 125 rooms. They cater to an upscale clientele who desire and are willing and able to pay for a high degree of luxury and personalized service. Their usually unique designs and furnishings, personalized attention, unique amenities and often off-beat locations offer an attractive alternative to standard hotel chains for travelers – both leisure and business. The latter is particularly true for traveling women business executives who comprise a significant share of the boutique hotel market demand.

Boutique hotels also tend to be unbranded (non-flagged) exclusive facilities that are very deliberate in targeting specific segments of lodging demand. One major advantage of being unbranded is that this allows for the construction and operation of a lodging facility not constrained by specific design and management standards usually accompanying the attachment of a nationally or internationally recognized brand name. To some extent, this provides some cost-effectiveness with respect to specific designs and operational offerings focused on specific niche or target markets. Not being flagged also reduces some front end operating costs such as management and franchise fees.

However, some of these advantages cut both ways. While not paying fees to a franchisor or flag network reduces expenses, it also means the boutique hotel is largely on its own with respect to marketing and room sales. Flag identity and relationships are linked to

reservation systems that expose individual facilities to national and international marketing and booking networks and that ensure overflow referrals from similarly flagged facilities within the same local market area. This is particularly important to room sales potential in periods when demand is seasonally slow and competition for customers is particularly acute.

Although not flagged, many boutique hotels have several options to broaden their market exposure and room sales potential and to develop their own brand identity. These include specialized listings within networks such as Historic Hotels of America, Conde Nast Johanssen and Small Luxury Hotels®. These networks provide access to world-wide marketing systems that can provide much higher visibility for boutique hotels to the national and international community of travel agents. Additionally, boutique hotels can make strategic use of third party internet sites such as Expedia.com®, hotels.com® and Orbitz® to leverage their existing room sales and booking efforts.

Another challenge for the boutique/non-flagged hotel is the difficulty in hiring and retaining top quality staff and management who are essential to the “high-touch” nature of the personalized service customers expect. Recruitment of the best and brightest for management trainee positions is particularly difficult when up against prominent flagged chains that can offer a wide range of professional development opportunities for advancement as well as attractive salary and benefits packages. Retention of qualified boutique hotel staff also becomes a significant challenge when larger, flagged facilities actively recruit personnel to staff their own entries into the boutique local market.

The most significant challenge, however, for boutique hotels is the attraction of development financing. Without a known name or flag identity, institutional lenders are reluctant to extend credit on favorable terms due to the perceived higher risk profile of the boutique hotel collateral. This usually means lower loan to value ratios which require higher equity infusions from the developer/operator. In the New Orleans area and other urban markets where redevelopment of older buildings has resulted in a boutique hotel, the use of historic tax credits (where available) helped to fill the equity gap in many projects. This would obviously not be possible at the West End project since it is all new construction.

New Orleans Area Boutique Hotels

Boutique hotels in the New Orleans area are concentrated in the French Quarter/Downtown sector of the market. Most are relatively small (under 100 rooms) and independently owned and operated facilities that focus on the leisure visitor and the more affluent segments of the tourist and business traveler market. Their location in or near (on Canal Street as in the case of the Westin’s “W” Hotel) the French Quarter provides the “experience” and ambiance the boutique hotel visitor expects. They are within walking distance or a short cab (buggy) ride to the area’s most significant historic features as well as to a wide variety of world renowned restaurants, unique entertainment venues including jazz and other music clubs and major attractions such as the Aquarium

of the Americas, the National World War II Museum, the Ogden Museum of Southern Art and Harrah's Casino.

Although some of these hotels benefit from overflow demand generated by conventions and major trade shows, the events of greater interest and importance to them are Mardi Gras, the Jazz and Heritage Festival, the Sugar and Super Bowls and other major activities that draw affluent visitors who typically extend their stay in New Orleans to enjoy some of the other attractions located within close proximity to French Quarter boutique hotels.

Although the proposed hotel at West End would be located in a somewhat unique maritime-oriented setting, it would otherwise be relatively isolated from the critical mass of unique attractions New Orleans has to offer that typical boutique hotel visitors would be expected to frequent. This location also does not lend itself well to serving major event visitors seeking a unique lodging experience in historic New Orleans. And, it is doubtful that simply relying on the facility's maritime/Lakefront location would create sufficient room nights of demand to render the hotel feasible. Sailing and other boating competitions would attract out-of-town visitors who would potentially use such a boutique hotel. However, a fairly steady schedule of major national and international events would be needed to generate significant demand. Given the post-Katrina conditions of the yacht harbor in general and the Southern Yacht Club in particular, hosting a significant number of such events in the foreseeable future would not appear to be a reasonable expectation.

New Orleans Area Lodging Market Trends

Since the beginning of the decade, the New Orleans lodging market has been challenged with significant events that have had major impacts on the local area tourism and convention business: the World Trade Center attacks in 2001 and Hurricane Katrina in 2005. The terrorist attacks on September 11, 2001, dealt a devastating blow to the travel and tourism industry worldwide. Travel came to a virtual standstill for several weeks and new security measures were mandated for all forms of commercial transportation throughout the U.S. These security measures have filtered throughout the system adding to the cost and time of air, rail and maritime travel. The immediate impacts on the industry included wholesale cancellations or rescheduling of major events and a search for non-travel alternatives that still allowed for the conduct of business. Although heightened security measures have been successful in deterring further terrorist attacks on U.S. soil, they have nonetheless changed business and leisure travel forever.

The industry on a national and local level had largely stabilized and shown steady recovery and improvement through 2003 and 2004. Locally, convention and major event scheduling had returned to pre-911 levels and the number of visitors to the City had rebounded beyond most experts' expectations. The cruise ship industry was expanding its impact on visitor levels as several lines added New Orleans as a port of call or

increased their existing service to the City. De-planements at Louis Armstrong steadily increased as did the arrival of an increasing number of visitors by rail, bus or automobile.

The steady recovery of the New Orleans lodging and tourism market was abruptly interrupted on August 29, 2005 by Hurricane Katrina and the wide-spread flooding which followed her. The immediate impact on some New Orleans hotels was severe in terms of damage and business interruption. Several older hotels with utility plants below grade suffered significant water damage and have only recently recovered or have been sold for redevelopment. Others, however, benefitted in the short run if they were able to operate sufficiently to accommodate demand created by the influx of government officials, insurance representatives and other relief workers as well as by the need to provide temporary shelter to displaced residents. After falling to an average occupancy of 36.2% in September 2005, demand drove average occupancy to 55.6% in October, 68.5% in November and 66.5% in December. Overall, the year ended with an average occupancy rate of 67.7%. Over that same final quarter of 2005, average daily room rates rose from \$96.72 in August 2005 to \$165.47 in October and then settled down to \$159.82 and \$159.45 for November and December, respectively. The year 2005 ended with an average daily room rate of \$134.40, its highest level since 2001.

These months immediately following the storm and beginning the long recovery effort are somewhat of an aberration. In 2006, as recovery workers and those temporarily sheltered in hotels vacated these facilities, average occupancy rates steadily declined and average daily rates and average revenue per available room softened. Average occupancy, for example, fell from 76.1% and 78.1%, respectively in January and February to 55.2% and 43.6% in November and December. Average occupancy for the year 2006 fell to 56.6% compared to 2005's average of 67.7%.

Average daily rates (ADR) in 2006 fell from \$155.82 in January to \$116.76 in December. The ADR for the year was \$133.73 or down 0.5% from 2005 and down 4.0% from the \$139.28 peak reached in 2000. The more telling trend, however, is that the pattern of RevPAR or revenue per available room. This is a measure that takes into account both occupancy and ADR levels. RevPAR during 2006 declined from \$118.51 in January to \$50.88 in December. For the year 2006, RevPAR averaged \$75.70 or 16.8% less than 2005's average of \$90.98 and 23.9% less than the 2000 peak of \$99.45.

Despite the return of many major events, the reopening of most major attractions and the steady improvement in conventions bookings, the New Orleans lodging industry is still faced with a challenging market environment. Average occupancy through September is 54.4% as compared with the 58.1% year to date 2006 September level, while ADR is at \$129.35 (versus \$134.17 in 2006) and RevPAR is at \$70.40 (versus \$77.94 in 2006).

Table 27 in the Appendix summarizes hotel/lodging trends specifically for the French Quarter and Downtown sectors of the New Orleans market for selected periods of time. Since these sectors of the New Orleans market are the sectors containing virtually all of the area's boutique hotels, they are the areas that most clearly define the market dynamics for this type of lodging facility. In the French Quarter sector, for example, average occupancy for the first seven months of 2004 averaged 72.7% while the ADR and

RevPAR averaged \$155.21 and \$112.80, respectively. By 2006, average occupancy had declined to 61.2% while the ADR and RevPAR measures fell to \$145.87 (down 6.0%) and \$89.34 (down 20.7%) respectively. Through the first seven months of 2007, average occupancy has fallen to 58.7%. This sector's ADR rose to \$151.69 (up 4.0% from 2006), but the somewhat weaker demand drove RevPAR for 2007 to \$88.99 (down 0.4% from 2006). The patterns are very similar for the Downtown sector where hotel occupancy through the first seven months of 2007 averaged 59.8% (versus 63.4% in 2006 and 74.5% in 2005), while ADR and RevPAR fell to \$141.80 (down 1.1% from 2006) and \$84.81 (down 6.8% from 2006).

Lodging Conclusion

In the current economic environment, it is highly unlikely that a boutique-type hotel would be feasible for the West End site. A worsening recession will further reduce travel and thus drive down occupancy and average room rates for all types of lodging facilities, but particularly higher priced boutique facilities. As previously observed, the location does not readily lend itself to the development of such a lodging facility nor would the benchmark room rates evidenced by experience of French Quarter located facilities support its construction and operating economics. As such, it is advisable to remove the boutique hotel concept from the mix of proposed uses at the West End site.

PLAN REVISION

PLAN REVISIONS BASED ON MARKET ANALYSIS

In addition to the findings presented within the analysis itself, Dr. Miestchovich also consulted directly with the project team during the course of his analysis, giving his input and suggestions on possible changes to the envisioned project composition and layout.

It should be noted that all revisions are still only being done to conceptual plans. Actual building layouts and design, number of floors in the retail/commercial complex as well as the number of floors in the residential (condominium) tower, amount of sq. ft. devoted to restaurants, retail, or office space, etc. are still only being presented in a *conceptual* fashion, and do not represent actual development plans.

Removal of Boutique Hotel Component

Clearly, the most obvious change arising from the market analysis was the removal of the boutique hotel. This was rather easily accomplished because as was shown on the conceptual plans, the boutique hotel primarily consisted of a free-standing tower in the northern half of the main West End complex. The tower was removed, though the idea of a rooftop restaurant/reception hall with tremendous views of the lake and West End Park was maintained at a lower level (just above the rest of the restaurant/retail/office portion of the complex). Hotel space within levels 1, 2, and 3 of the complex were re-devoted to

retail, restaurant and office uses, and overall cost to develop the complex was revised accordingly.

The best way to visually judge the change of removing the hotel tower is via the revised cross sections presented at the end of this chapter. “Section C-C” can be compared with the same section presented in *Chapter I* to truly note the differences.

Re-allocation of Space

The market analysis suggested the scaling back of the number of square feet programmed for retail/commercial space in the development plan, with the possibility of not building it in the initial phase, but maintaining it as unfinished space for future expansion. After further discussions, it was determined that the most inappropriate location and proportion of retail was that which was envisioned at the base of the residential (condominium) portion of the complex. 73,900 sq. ft. out of the total 112,420 sq. ft. (almost 2/3rds) of the development’s non-restaurant retail was located here, taking up essentially the entire “base” floor above the parking garage structure. This amount was reduced considerably, by 25,633 sq. ft. to only 48,267 sq. ft. This was accomplished by using only the half of the building facing out towards the “plaza” area for retail, lowering the pool and courtyard to the same level as the plaza level, and devoting the previous 1st level retail space to additional condominium units. This resulted in an increase in seventeen additional condominium units (from 180 to 197).

The best way to visually judge this change is via the revised cross sections presented at the end of this chapter. “Section A-A” can be compared with the same section presented in *Chapter I* to truly note the differences.

In addition, based upon discussions with Dr. Miestchovich, there was some reconfiguring of the retail areas within the northern commercial portion of the West End complex. More space was devoted to restaurant uses, which all involved felt had a better possibility of succeeding in the initial development, given the area’s history as a dining mecca. It was also assumed that of the shown “free standing” restaurant buildings on the plaza level, those with two floors might well contain two separate restaurants.

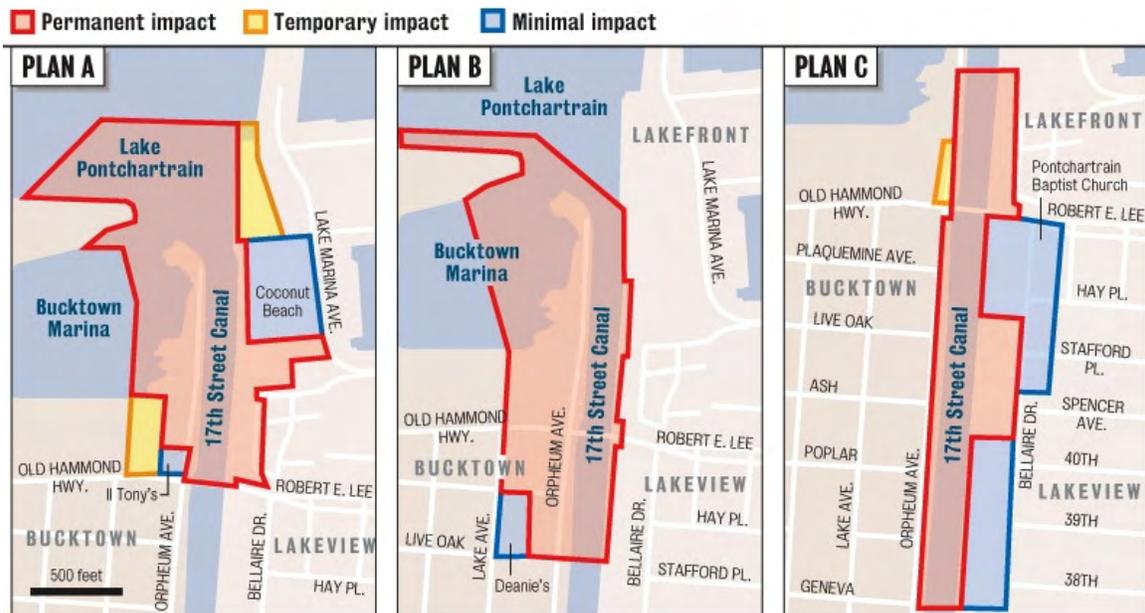
It was also agreed that as shown, the conceptual plan afforded some flexibility in terms of leasable commercial space, which could be used as retail, office, or restaurant. Whichever space would best meet the market need at the time of actual development could be leased as such at that time. The market analysis seemed to indicate that there was a stronger current demand for office space, for instance. If the trend were to continue, spaces that may have been seen as upper floor retail or restaurant spaces might be better served as Class A office space.

PLAN REVISIONS BASED ON NEW PUMPING STATION

At the time of the completion of the initial conceptual plan in 2006, the US Army Corps of Engineers was busy completing a “temporary” system of surge gates and pumps along the 17th Street Canal between Old Hammond Highway and the mouth of the canal. In doing so, the Corps commandeered nearly all of the Orpheum Drive peninsula as well as some property along the east (Orleans Parish) side of the canal. Even during construction of this installation, there was discussion and an eye towards the future by building a permanent pumping station at the mouth of the canal, similar to those in Jefferson Parish. During meetings held as a part of Phase I of the West End redevelopment project, Corps officials noted that using Drainage Pumping Station 6 as a comparison, a new pump station would be rather large in size and might result in reconfiguration of the land area at the mouth of the canal. They added that it would almost certainly result in a realignment of the levee protection system tying in to the canal pump station, as they will try to avoid 90° angles in the levees since these have proven to be weak points under the stress of storm surges. The amount and location of land to be acquired for the new permanent pumping station, then, would have a definite impact on the proposed redevelopment of West End.

As this Phase II process began, the Corps was moving forward with their environmental processes for replacing the temporary floodgates and pump system with a permanent pump station facility. Members of the project team met with the members of the Corps on February 14th, 2008, wherein they were informed that three main alternatives were being examined, as shown in **Figure III-2** below.

Figure III-2
US Army Corps of Engineers’
Three Alternatives for New Pump Station at 17th Street Canal



source: US Army Corps of Engineers via New Orleans Times-Picayune

As seen in this graphic, the alternatives did not identify actual project footprints, but only indicated areas of permanent impact, temporary impact and minimal impact. Corps officials also informed the project team that they were knowledgeable of the efforts to redevelop West End and that such efforts were a consideration in the development and refinement of the alternatives.

As the pump station would be a major impact on the project, the RPC and project team awaited the results of the alternative selection process before completing this Phase II study. These results were finally made public in October 2008-- the preferred alternative was Alternative A. In addition to identified areas of impact, a coastal zone permit request by the Corps featured a conceptual layout for a new pump station for Alternative A. This conceptual layout included a complete reconfiguration of the Orpheum Drive peninsula, and a gradual widening of the canal itself from Old Hammond Highway north to the new permanent pump station. The pump station itself would be approximately 400 feet by 200 feet in dimension. The layout also introduced the possibility of a breakwater jetty being constructed north of the pump station outfall to protect against wave action. The jetty would extend westward from the northernmost portion of the old "restaurant row" section of West End. The jetty was envisioned as being constructed of natural rock, would be no longer than 600 ft. long by about 100 feet wide, and could be used for fishing/recreational access.

At a subsequent meeting with the Corps on October 8, 2008, their representatives confirmed Alternative A as the selected alternative, as well as the possibility of the breakwater jetty, which was not a certainty. They also noted that the final design for the new pump station would be determined through a design-build process, but that context-sensitive design and consideration of the plans to redevelop West End will be one of their contract specifications.

As a result, the plan view drawing of the redevelopment was altered to reflect the conceptual plan with larger pump station and reconfigured Orpheum Drive peninsula, and showing the rock jetty. The pump station is still shown as not being isolated from the community – rather than a facility that serves as a barrier it is depicted as an interesting and useful part of the redevelopment of West End that can help link both sides of the 17th Street Canal. Pedestrian/bicycle access across the canal is still shown as being integrated into the pump house structure, via a walkway with a railing attached to the lakeside face of the pump house.

The reconfigured peninsula also resulted in the elimination of the possibility of extending Orpheum Avenue with a new bridge across the 17th Street Canal just north of the proposed new pumping station.

OTHER PLAN REVISIONS

- The collaborative plan envisioned improving vehicular access to West End by providing two (2) new vehicular routes for the area. While the new pumping station conceptual design put an end to the possibility of Orpheum Drive as a new access route, the natural

impetus of “as is” redevelopment has likely eliminated the other proposed new access route. The initial conceptual plan envisioned that if the Mariner’s Cove condominium community (on the east side of the 17th Street Canal) were to be assembled and sold (as was being discussed during the Phase I process), that a new roadway could be constructed through the site as part of any redevelopment, linking Old Hammond Hwy. with Lake Marina Drive near where that roadway veers north and becomes West Roadway. The new route was to run due north-south and roughly align with Kenison Street south of Old Hammond Highway. Since the time of Phase I, however, a portion of Mariner’s Cove residents have returned and rehabbed their condo units. This makes it unlikely at the present time that such a new roadway could be constructed, and as such it has been removed from the conceptual plan view.

- In several stakeholder meetings, it was suggested that in addition to the “day slip” area for boat docking, that water-level piers be placed adjacent to the main West End complex for boat access, similar to what was there before for restaurants such as the Dock, Jaeger’s, and in even earlier times, Augie’s Delago. During the Phase I process, it was felt that with the main plaza level being 25 feet above lake level and 20 feet above grade created too great of a height barrier for direct waterfront access. However, Landry’s Restaurant on the New Basin Canal near the lakefront was given as an example of how such access works and could work at West End. On the conceptual plan views, the pier boardwalk was extended south, past the jetty and all the way to the proposed pump station, where it would link with the pedestrian/bike path.

REVISED CONCEPTUAL DRAWINGS

The revised Phase II land use and site plan view drawing, as well as a set of three cross-sections, are presented on the following two tabloid-sized pages. These are at the same scale and are similar in nature for direct comparison with the Phase I drawings presented in *Chapter I*.

REVISED DEVELOPMENT RECAP AND COST ESTIMATES

Along with the revised conceptual drawings, the changes to the envisioned developed results in a revised development recap of both the gross figures and net figures of the proposed development (broken down by component) as well as revised cost estimates. These are presented following the revised conceptual drawings.

FISHING PIER
 SAND BEACH
 PARK
 RELOCATED COCONUT BEACH
 SPRAY FOUNTAIN
 EXISTING BOAT LAUNCH
 PLAY AREA
 +/- 265 PARKING SPACES
 BERMING
 SIDEWALK (TYP)
 PIER PAVILION

MUNICIPAL YACHT HARBOR
 +/- 60 PARKING SPACES
 WETLAND PRESERVE
 SOUTHERN YACHT CLUB
 DAY SLIPS
 RESURFACED STREETS (TYP)
 RESTORED WEST END PARK

NEW POWER SQUADRON FACILITY
 +/- 180 PARKING SPACES AROUND PARK
 POSSIBLE NEW JETTY
 REMOVABLE BOLLARDS
 RESTAURANTS / RETAIL
 AMPHITHEATER
 ELEVATED MAIN PLAZA LEVEL
 WATERSIDE BOARDWALK PIER
 RESTAURANTS / RETAIL
 REMOVABLE BOLLARDS

ORLEANS MARINA
 RESIDENTIAL / PLAZA LEVEL RETAIL
 NEW PUMP STATION
 GROUND LEVEL MARKET
 RELOCATED LEVEL
 FLOOD WALL
 LANDSCAPED STREET AND SIDEWALKS (TYP)
 BICYCLE / PEDESTRIAN PATH

BUCKTOWN

MARKERS COVE

BOAT HOUSES

BOAT HOUSES

BOAT HOUSES

REVISED MASTER PLAN



LOCATION OF CROSS SECTIONS A, B AND C
 ARE INDICATED WITH RED LINES ON THIS PLAN VIEW



- SMART GROWTH PRINCIPLES**
1. MIX LAND USES
 2. TAKE ADVANTAGE OF COMPACT BUILDING DESIGN
 3. CREATE RANGE OF HOUSING OPPORTUNITIES AND CHOICES
 4. CREATE WALKABLE NEIGHBORHOODS
 5. FOSTER DISTINCTIVE ATTRACTIVE COMMUNITIES WITH A STRONG SENSE OF PLACE
 6. PRESERVE OPEN SPACE, PARKLAND, NATURAL BEAUTY AND CRITICAL ENVIRONMENTAL AREAS
 7. STRENGTHEN AND DIRECT DEVELOPMENT TOWARDS EXISTING COMMUNITIES
 8. PROVIDE A VARIETY OF TRANSPORTATION CHOICES
 9. MAKE DEVELOPMENT DECISIONS PREDICTABLE, FAIR AND COST EFFECTIVE
 10. ENCOURAGE COMMUNITY AND STAKEHOLDER COLLABORATION

WEST END
 NEW ORLEANS, LOUISIANA

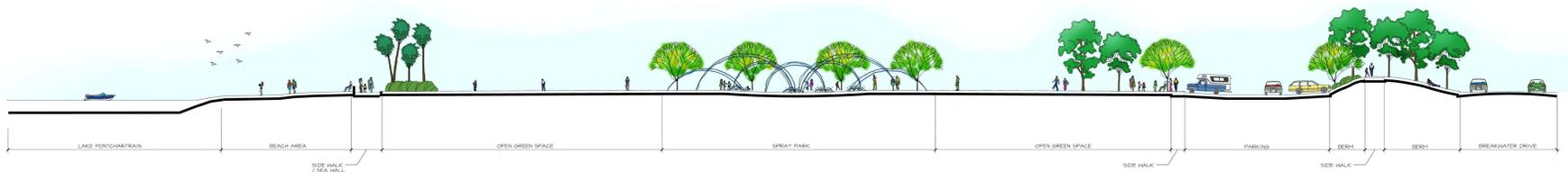
PARKING NOTES

| | |
|------------------------|-----------------|
| COCONUT BEACH AREA | +/- 265 |
| DAY SLIP AREA | +/- 60 |
| RESTAURANT/RETAIL AREA | 700 |
| RESIDENTIAL TOWER | 80 |
| AROUND WEST END PARK | 80 |
| TOTAL | +/- 1005 |





STUDY SECTION A-A
1" = 20'-0"



STUDY SECTION B-B
1" = 20'-0"



STUDY SECTION C-C
1" = 20'-0"

WEST END

NEW ORLEANS, LOUISIANA

Commercial / Office Building

Area of Building: 13,680 Gross Square Feet Per Floor

X 2 Floors

= 27,360 Gross Square Feet Total

X .80 Efficiency Factor (Stairs, Elevator, Mechanical, Electrical)

= **21,900 Total Net Usable Square Feet**

Retail at Commercial Office Base

27,360 square feet Gross

X .80 Office Building Efficiency Factor

21,900 Total Net Usable Square Feet

Dining / Entertainment

North Building: 4,200 **Square Feet** - 1st Floor

2,940 **Square Feet** - 2nd Floor @ 70%

7,140 **Square Feet** – Total Gross **Square Feet**

Northwest Building: 5,970 **Square Feet** - 1st Floor

4,180 **Square Feet** - 2nd Floor @ 70%

10,150 **Square Feet** – Total Gross **Square Feet**

Middle Building: 5,970 **Square Feet** - 1st Floor

4,180 **Square Feet** - 2nd Floor @ 70%

10,150 **Square Feet** – Total Gross square feet

South Building: 5,970 **Square Feet** - 1st Floor

4,180 **Square Feet** - 2nd Floor @ 70%

10,150 **Square Feet** – Total Gross **Square Feet**

Top Floor Reception Hall/Restaurant:

6,800 Gross Square Feet

4,760 Net Square Feet @ 70%

Kiosk: 3,050 **Square Feet**

Total, Dining/Entertainment: 45,400 Square Feet

Commercial at Former Hotel Lower Floors

$$\begin{array}{r} 19,560 \text{ Gross Square Feet} \\ \times .90 \text{ Efficiency Factor} \\ \hline 17,600 \text{ Net Square Feet} \end{array}$$

Plaza at Office / Restaurant / Retail

92,420 Square Feet Total North Structure Plaza

Parking

South Structure (Residential)

$$\begin{array}{r} \text{Area: } 127,510 \text{ Square Feet} \times 2 \text{ Floors} = 255,000 \text{ Square Feet} \\ \times .85 \text{ Efficiency Factor (Stairs, Elevators, Ramp Structure, Circulation, Etc.)} \\ \hline = 108,380 \text{ Square Feet} \times 2 \text{ floors} = 216,760 \text{ Square Feet} \\ \div 300 \text{ Square Feet /Parking Space} \end{array}$$

$$360 \text{ Spaces Per Floor} \times 2 = 720 \text{ Total Spaces}$$

North Structure (Commercial)

$$\begin{array}{r} \text{Area: } 137,000 \text{ Square Feet} \times 2 = 274,000 \text{ Square Feet} \\ \times .85 \text{ Efficiency Factor (Stairs, Elevators, Ramp Structure, Circulation, Etc.)} \\ \hline = 116,450 \text{ Square Feet} \times 2 = 232,900 \text{ Square Feet} \\ \div 300 \text{ Square Feet /Parking Space} \end{array}$$

$$390 \text{ Spaces Per Floor} \times 2 = 780 \text{ Total Spaces}$$

Total Parking:

$$\begin{array}{r} 529,000 \text{ Square Feet} \\ \times .85 \text{ Efficiency Factor} \\ \hline 449,650 \text{ Square Feet} \\ \div 300 \text{ Square Feet /Parking Space} \end{array}$$

$$= 1,500 \text{ Parking Spaces}$$

REVISED COST ESTIMATES

Main Development

Parking:

$$529,000 \text{ SF} \times \$150/\text{SF} = \$79,350,000$$

Plaza:

$$\begin{aligned} & 49,380 \text{ SF} \\ + & \underline{92,420 \text{ SF}} \\ & 141,800 \text{ SF} \times \$100/\text{SF} = \$14,180,000 \end{aligned}$$

Retail:

$$\begin{aligned} & 48,267 \text{ SF at Residential Base} \\ + & 18,960 \text{ SF at Commercial/Office} \\ + & \underline{19,560 \text{ SF at Former Hotel}} \\ & 86,787 \text{ SF} \times \$200/\text{SF} = \$17,357,400 \end{aligned}$$

Residential:

$$234,630 \text{ SF} \times \$250/\text{SF} = \$58,657,500$$

Commercial/Office:

$$27,360 \text{ SF} \times \$250/\text{SF} = \$6,840,000$$

Dining/Entertainment:

$$45,400 \text{ SF} \times \$300/\text{SF} = \$13,620,000$$

$$\text{Sub Total:} = \underline{\$190,004,900}$$

$$\text{Other Improvements at West End} \\ \text{(no major change; rounded figure)} = \underline{\$17,279,500}$$

$$\text{Total Revised Cost:} \quad \quad \quad \mathbf{\$207,284,400}$$

CHAPTER IV

INITIAL DEVELOPMENT STRATEGY

This chapter describes an initial development strategy determined through the findings of Dr. Miestchovich and discussion with project stakeholders. The Chapter first discusses the some of the drawbacks with the previous model of operation of West End as well as some of the current issues regarding the planned redevelopment. Next discussed is identification of an appropriate entity to manage both the physical development and programmatic activities of West End's redevelopment, should it be constructed as envisioned, straddling parish lines. The most appropriate mechanisms for financing the redevelopment are then explored, including a step-by-step description of how the project would be financed, constructed and operated. The Chapter concludes with a discussion of possible phasing options and project downsizing that have been considered in light of recent economic events.

PREVIOUS MODEL OF OPERATION FOR WEST END

It is safe to say that while West End has a long and storied history and perhaps even a "heyday", there were some inherent issues with its model of operation. As is the case in many such areas, the West End did not so much develop from plans as much as "evolve". While this provided for a measure of success, it also resulted in conflicts and uncertainties which began to lead to its downfall even pre-Katrina.

Below are some of the issues with the previous (pre-Katrina) model of operation:

FRAGMENTED LAND OWNERSHIP AND CONTROL

As was noted in the *Phase I* study, essentially all of the primary study area's land and water bottoms were held by public entities with some areas being developed and used under lease. While the general public ownership can be seen as a good thing, the problem was that control was divided between numerous entities:

- Essentially all of the Jefferson Parish parcels in the primary study area were owned by the state and administered by the State Land Office. There were eight (8) parcels involved; all were leased to private individuals or corporations via commercial water bottom leases, annually renewable.
- The Coconut Beach site was held by the New Orleans Recreation Department (NORD) but was leased to private operators under a cooperative endeavor agreement.

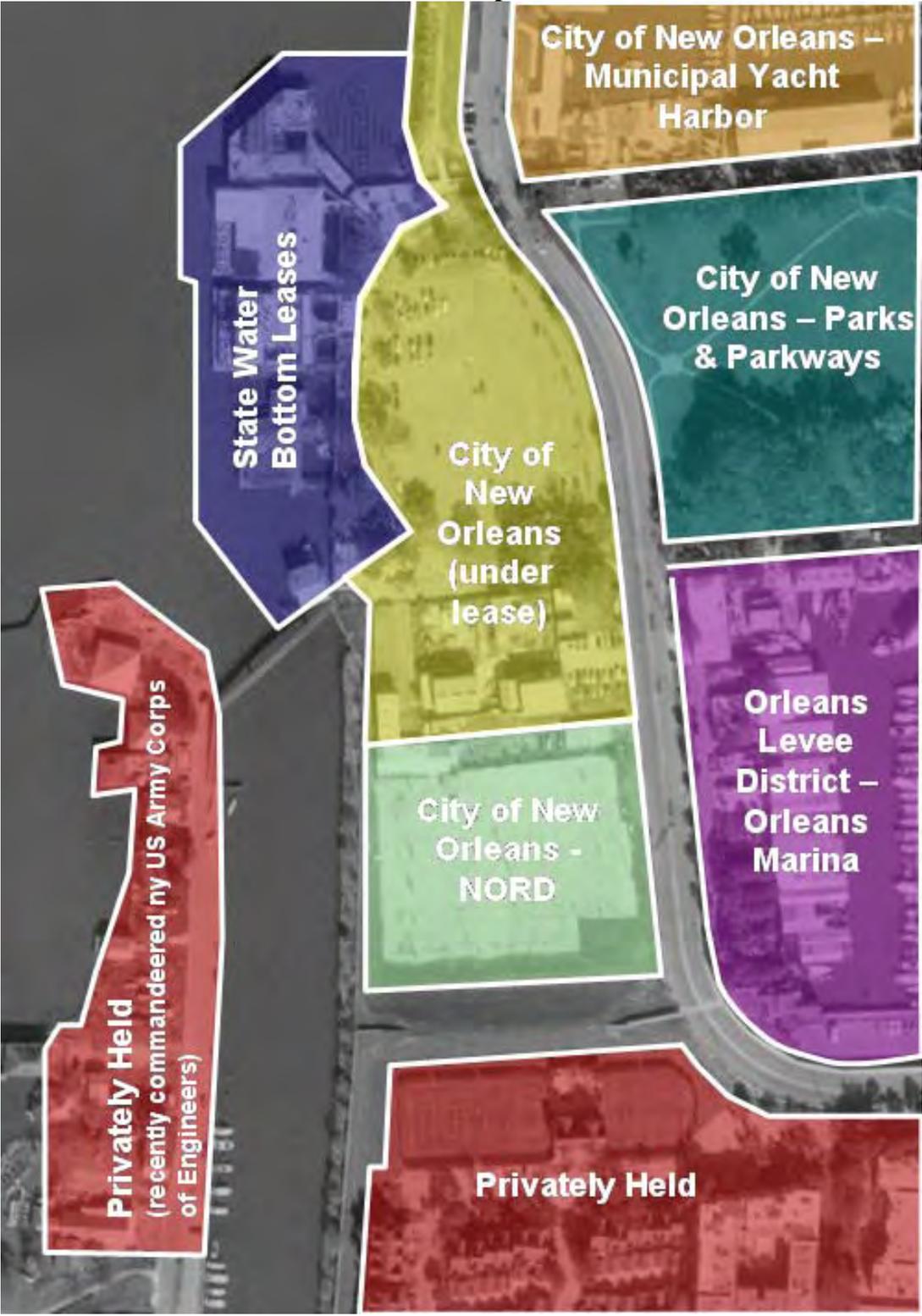
- The businesses north of Coconut Beach were located on city-owned property held via lease.
- West End Park was owned by the City of New Orleans and administered by the Parks and Parkways Commission.
- The West End parking lot was originally a portion of West End Park, and while it was owned by the City of New Orleans, it was leased to Jefferson Parish for a nominal fee.
- The Municipal Yacht Harbor and its boathouses were under City of New Orleans ownership.
- The Orleans Marina was owned and operated by the Orleans Levee Board.

Figure IV-1, on the following page, provides a visual depiction of this ownership situation which existed pre-Katrina

JURISDICTION

Rather than a single, unified management entity and control over the area evolved in a hodge-podge fashion. This was later exacerbated by the problems of jurisdiction, particularly Parish jurisdiction. With the overwhelming majority of the restaurants in the area located in Jefferson Parish, Orleans Parish received little if any tax revenue benefit. In 1977, New Orleans officials converted the West End parking lot into a paid parking lot to reap some of the financial benefits from the restaurants. In conjunction with this measure, and to limit access to the paid parking lot, vehicular access across the Orpheum Avenue Bridge was removed (although the bridge remained open to pedestrians and bicyclists). As noted in the *Phase I* study, according to residents and business owners, these moves began the downfall of West End. After some political negotiation between Jefferson Parish and the City of New Orleans, the pay parking lot was returned to a free lot system in 1989. But apparently, the damage had been done, and many patrons did not return.

**Figure IV-1
Pre-Katrina Land Ownership/Control in West End**



PARKING

In addition to the pay parking issues described above, parking in the study area was a problem even immediately prior to the hurricane, according to stakeholder and charrette comments taken during *Phase I*:

- As was noted earlier, the City leased the parking lot to Jefferson Parish, which in turn maintains the parking lot. A representative of the City's public works department indicated that the City historically has not received sufficient compensation from the businesses in the area to properly maintain the infrastructure, and it was suggested that tax proceeds from future development should be split evenly between the City and Jefferson Parish, or some other equitable method be employed to provide for recurring maintenance in the study area.
- Prior to Katrina, even with the few restaurants present, the Coconut Beach volleyball courts, restaurants, existing park and other land uses competed for the limited available parking spaces. It was suggested by stakeholders and charrette participants that any future development should include sufficient, possibly multi-story, parking to support all land uses in the area.

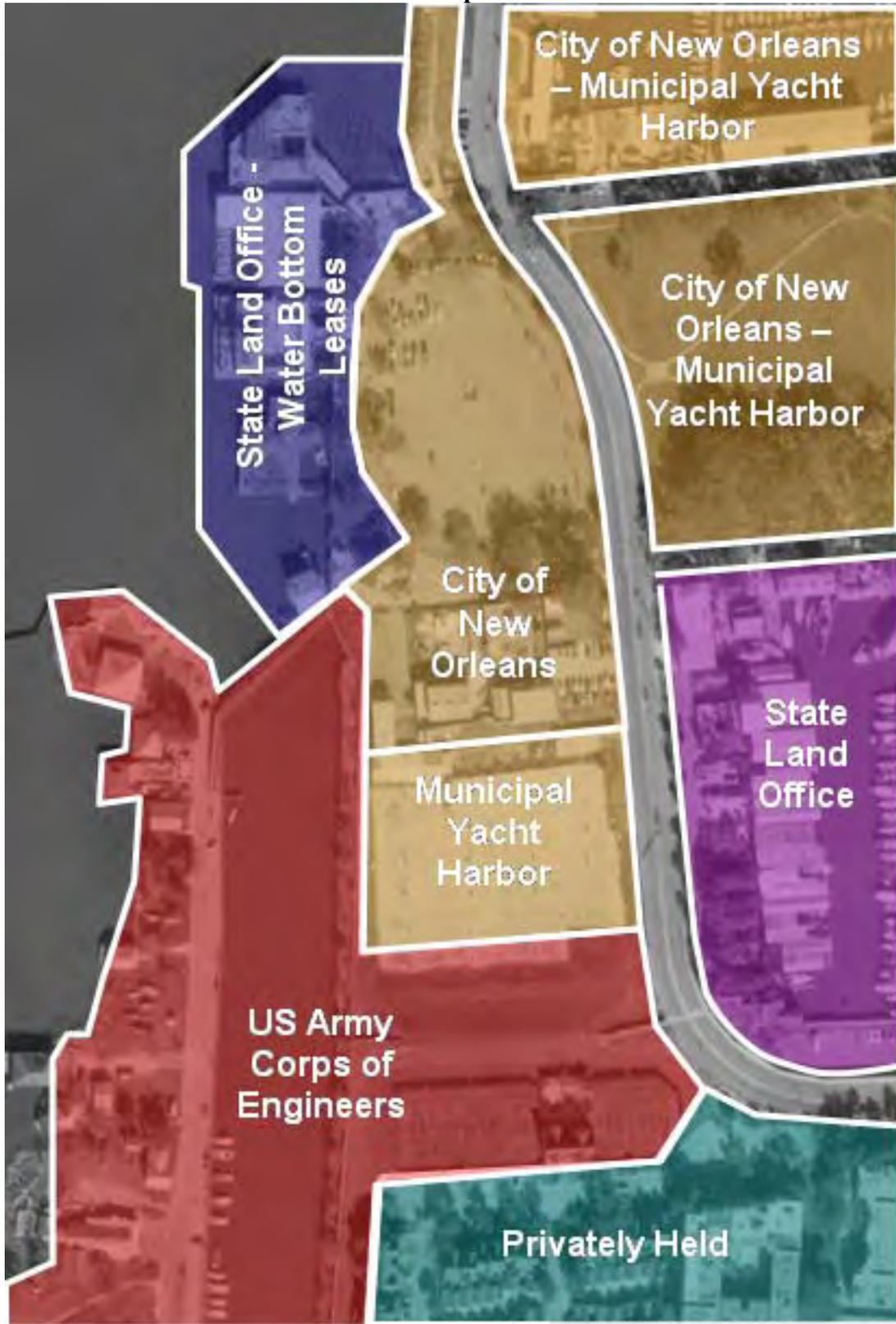
THE CREATION OF A DEVELOPMENT CORPORATION FOR WEST END

A review of the previous model shows that in order for a development in the envisioned scale of West End to succeed, it would probably be more advantageous for a single political entity govern the site. Movement has already occurred in this direction, at least on the Orleans Parish side. All public lands under City of New Orleans ownership have been placed under the umbrella control of the New Orleans Municipal Yacht Harbor Corporation (NOMYHC), including the Coconut Beach NORD site, West End Park, the old West End parking lot, and other public areas such as the boat launch and open space along Breakwater Drive. **Figure IV-2**, on the following page, provides a visual representation of the land ownership and control situation as it exists today.

There has been some discussion as to the NOMYHC becoming the development corporation for all of West End. In its current capacity, the NOMYHC Board has moved forward with Requests for Proposals to (1) manage their properties, and (2) best plan for their properties' success (with consideration of ongoing efforts to redevelop West End).

However, their jurisdiction does not extend into Jefferson Parish, and there is still some state ownership in the area-- the state water bottom leases (some of which, it should be noted, are actually on dry land) as well as the Orleans Marina, which was formerly owned by the now-defunct Orleans Levee Board and is now under state control. And finally, there is some federal ownership and control via the flood control and pumping structures by the Army Corps of Engineers.

Figure IV-2
Current Land Ownership/Control in West End



The suggestion has been made that perhaps the best entity that could plan and manage the redevelopment of the area in the near term and maintain the area in the long-term is a **development authority**. The physical limits of the authority's control are not defined at this time. It could be as limited as the main area of "old" West End, to enable the development of the envisioned main complex. It could be large enough to cover public areas slated for improvement under the Phase II plan, such as West End Park and areas along Breakwater Drive (beach, fishing piers, park, boat launch, etc.). It could even include the Orleans Marina, which is already under state ownership and control, leaving the Municipal Yacht Harbor to focus solely on the development and maintenance of the yacht harbor itself.

The authority would have the control and responsibility over a defined West End Area. Details about the authority-- Board composition, methods of operation, whether this would be merely through oversight and management of existing assets, or if it would be through actual land ownership (and, if necessary, transfer of assets and ownership) would be determined during *Phase III* of the West End Redevelopment Plan process. But most importantly, as will be described in the following section, the authority would have bonding and revenue-generating power to manage the redevelopment process for West End and maintain its public areas over time.

FINANCING THE REDEVELOPMENT

PARTNERSHIP WITH DEVELOPER

As part of his work with the market analysis, Dr. Miestchovich also examined and discussed with the project team possible methods to develop the site. A general idea discussed for the development of the main complex was a long-term lease with a developer, who would enter into an long-term (50 or 99 year) lease agreement with the Authority for the area defined by the main complex, construct and maintain the development as generally envisioned, and receive his profits from the development. A somewhat similar arrangement is in effect for the Harrah's Casino in downtown New Orleans. However, after examining the project cost numbers, Dr. Miestchovich noted that the total cost of the main complex project could not be borne by a developer, mainly due to the high cost associated with the parking garage structure—approximately eighty million dollars, nearly half the cost of the total main complex development as envisioned. Additionally, a developer would not be expected to bear the more than \$17 million in other West End development costs (park refurbishment, landscaping, Coconut Beach relocation, etc.) that did nothing to add directly to the developer's profits.

A more likely method of making the envisioned development work would be for the proposed West End Redevelopment Authority to be created in conjunction with a Tax Increment Financing (TIF) district.

TAX INCREMENT FINANCING DISTRICT

As described by the Bureau of Governmental Research (BGR), TIF is a financing mechanism that enables a local government to capture incremental tax revenues from new development in a designated area and reinvest them in that area to fund improvements. The local government freezes the tax base in the area, called a TIF district, at the pre-development level for a period of years. Taxing bodies continue to collect the taxes on the pre-development base, but new tax revenue above that baseline is dedicated to infrastructure and other improvements designed to spur private sector development. In theory, the TIF district finances its own renewal and eventually generates greater tax revenue for the community as a whole.¹

TIF is widely used throughout the United States. It originated over a half century ago to help fund urban revitalization. Although TIF statutes and requirements vary state by state, Louisiana does not impose such requirements as TIF districts needing to be located in blighted areas, or a formal finding that development would not occur without the TIF investment.

Nationwide, property tax is the dominant revenue source for TIF. While Louisiana allows TIF for undedicated property, sales and hotel occupancy taxes, the use of property TIF is unattractive, if not impractical, in Louisiana. One reason for this is that voter approval is required for bond issues backed by property TIF, but not by sales TIF. More importantly, Louisiana law does not allow the use of revenues that were previously dedicated to a special purpose (such as millages dedicated specifically to police or fire departments, for instance) without voter approval. As explained by the BGR, in Jefferson Parish, for instance the undedicated property tax is 1.68 mills, and the undedicated sales tax is 0.5%. A large retail store generating annual sales of \$70 million would produce undedicated sales tax revenues of \$350,000. If the property value of the new store were \$20 million, the undedicated property tax revenues would be only \$5,000. Put another way, to generate \$350,000 of new undedicated property tax revenue, a TIF district would need an astronomical property value increase of nearly \$1.4 billion.²

The details of how the TIF district would precisely work would be explored in *Phase III* of the process. To be addressed is the question as to how a TIF district created by a state-level authority (as opposed to a local parish or jurisdiction) would be affected by state law, as well as what voters would be involved in approving a bond issue for a state-level authority. However, the general idea for financing the redevelopment is as follows:

- The West End Redevelopment Authority and TIF district would be created;

¹ “*Look Before You Leap – Tax Increment Financing In Jefferson Parish*”, July 2008. Bureau of Governmental Research. pp.1-2

² “*Look Before You Leap – Tax Increment Financing In Jefferson Parish*”, July 2008. Bureau of Governmental Research. p.8

- Taxes within the district (undedicated/dedicated sales and possibly property taxes) would be dedicated to and flow to the Authority;
- The West End Authority, using their bonding power, would issue bonds backed by the dedicated taxes. These bonds would be used to finance the construction of the two story parking garage as a “base” for a developer, as well as the remaining improvements to the overall West End area (landscaping, park refurbishment, etc.)
- The Authority would enter into a long-term lease with a developer to construct and operate the main West End complex on top of the two story parking garage “platform” as generally envisioned.
- All new taxes from this development would be dedicated to retiring the debt on the bonds issued, providing for ongoing maintenance of public areas in West End, and continued operations of the Authority itself..

POSSIBLE PROJECT PHASING AND DOWNSIZING

PHASED DEVELOPMENT

During the Phase II process, several items led to discussions about possibly completing the envisioned redevelopment in at least two phases. Just as the main West End complex was projected as being in two parts, it was determined that depending on outside influences, it may be wise to proceed with (and complete) the commercial portion of the development prior to beginning work on the residential development.

The first impetus for this came from issues relating with the construction of the new pump station at the mouth of the 17th Street Canal, by the US Army Corps of Engineers. As was described and shown in *Chapter III* of this document, under selected Alternative A, the area around the existing Coconut Beach was slated for “minimal impact” while the water side portion of the old “restaurant row” was slated for “temporary impact”. The conceptual drawings used by the Corps also showed that other than the possible placement of the rock jetty, construction staging, access and eventually pump station support uses (parking, etc) would affect the southern-most portion of the proposed west End development. The Corps work would also necessitate the relocation of Coconut Beach (as envisioned in the redevelopment plan). While there are no set timetables for construction by the Corps as of yet, and there are certainly no set timetables for the redevelopment of West End yet, it would appear prudent to proceed first with the northern commercial part of the proposed development and wait until the pump station is complete until constructing the southern residential component of the development.

The second impetus for holding back on construction of the residential component arises from the market analysis. As noted in the analysis summary in *Chapter III*, with recent economic downturns, the condominium market is in a period of adjustment and further

weakening. At the present time, embarking on new construction that adds more upper-end condominium units to an already flush inventory is not advisable nor would it likely be received by lenders and investors. However, as the analysis goes on to state, once the market recovers and financing sources begin to seek new investment opportunities, the inherent location advantages of the West End redevelopment site should warrant consideration from development and construction lenders.

PROJECT DOWNSIZING

During the latter months of the Phase II process, there was some discussion about downsizing the project. During meetings with stakeholders, the idea of building a much less ambitious development on the site of the old restaurants was broached. The downsized development would be built on the landside of West End site, as opposed to how the restaurants in the previous incarnation of West End were generally built out over the water. Rather than being built on a two-story parking garage, the downsized development would be built on raised pilings (an example of such a development, albeit in a single restaurant entity, is *Landry's* on the New Basin Canal near the lake, as shown on **Figure IV-3** below).

Figure IV-3
Landry's Raised Waterside Restaurant Example



Note: photo taken shortly after Hurricane Katrina - property has since been renovated, re-named and re-opened

The mix of the development would focus more on restaurants with a few shops with a smaller retail footprint. In contrast to how West End existed pre-Katrina, with free-standing restaurants, each with their own dock facilities, this now “down-sized” development would feature a common waterside dock/boardwalk where boaters could access the restaurants, similar to that envisioned for the full-scale concept. As an example of how this may look, stakeholders pointed to the Kemah Boardwalk development in Galveston, Texas, as shown in **Figure IV-4** below.

Figure IV-4
Kemah Boardwalk Examples



Issues with Downsizing

While the project remains in conceptual planning and very well may need to be downsized to proceed forward, there are some drawbacks to downsizing:

- The first of these is the issue of insurance. The entire site exists outside the hurricane protection levee. The full-scale plan proposes all major development be built on a reinforced concrete platform (which also serves as a parking garage), with all major uses being constructed 25 feet above base lake level. This is higher than the hurricane protection levee itself. It is unclear whether insurance would be available for timber-supported structures, or how high they may need to be constructed.
- The second of these is parking. The use of raised timber pilings precludes the use of the areas under the restaurants and shops as parking, and building them on the landside of West End (rather than over the water) means that there are that many less parking spots that were there before Katrina to serve the new restaurants and shops. As was noted earlier in this report and in the *Phase I* report, the amount of surface parking spaces was an issue immediately prior to Katrina, even with only three (3) restaurants operating at that time.
- In order to maintain parking, there is an option of building the development similar to what was there before-- out over the water. However, then the problem becomes use of the state water bottom leases and issues with existing lease holders. A member of the project team contacted Synthia Marcelin who oversees State Water Bottom leases & permits at the State Land Office, as well as Charles St. Romain, the State Land office Administrator. They indicated that they are hesitant for any development in the West End area. The restaurants that existed prior to Katrina were grandfather-claused into a lease act back in 1978 that prohibits the construction of non-water dependent structures. This includes both water bottoms and land that has resulted from the infill of state water bottoms.

Due to these issues, major downsizing was not further explored during this *Phase II* process, but may be explored prior to (or during) the *Phase III* process to follow.

APPENDIX

West End Redevelopment Market Analysis

Prepared by

Ivan J. Miestchovich, Jr., Ph.D., CEcD

In Association with

NY Associates, Inc.

**Tables and
Supporting Data**

Table 2
Population Estimates
New Orleans Region: District 1
1980 - 2000; 2005 and 2006 Estimates and Forecast to 2020

| Area | 1980 | 1990 | 2000 | Est. July 2005 | Est. Dec. 2006 | Forecasts | | |
|--------------------------|------------------|------------------|------------------|------------------|----------------|------------------|------------------|------------------|
| | | | | Pre-Katrina | Post-Katrina | 2010 | 2015 | 2020 |
| Jefferson | 454,592 | 448,306 | 455,466 | 452,824 | 430,600 | 452,300 | 462,200 | 470,750 |
| Orleans | 557,515 | 496,938 | 484,674 | 454,863 | 200,500 | 240,000 | 273,500 | 318,500 |
| Plaquemines | 26,049 | 25,575 | 25,440 | 28,995 | 23,500 | 27,500 | 29,200 | 29,800 |
| St. Bernard | 64,097 | 66,631 | 67,229 | 65,364 | 22,100 | 31,500 | 32,700 | 39,300 |
| St. Tammany | 110,869 | 144,508 | 191,268 | 220,295 | 235,400 | 259,900 | 271,800 | 289,500 |
| N.O. Region Total | 1,213,122 | 1,181,958 | 1,224,077 | 1,222,341 | 912,100 | 1,011,200 | 1,069,400 | 1,147,850 |

Source: US Census Bureau, 1980-2000, 2005; 2006 and 2010, University of New Orleans Center for Economic Development

Table 3
Household Estimates
New Orleans Region: District 1
1980 - 2000; 2005 and 2006 Estimates and Forecast to 2020

| Area | 1980 | 1990 | 2000 | Est. 2005 | Est. 2006 | Forecasts | | |
|--------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | | | | Pre-Katrina | Post-Katrina | 2010 | 2015 | 2020 |
| Jefferson | 156,761 | 166,975 | 176,296 | 181,130 | 172,240 | 180,385 | 185,271 | 188,137 |
| Orleans | 207,862 | 189,031 | 188,137 | 181,945 | 80,200 | 94,802 | 107,952 | 124,541 |
| Plaquemines | 7,804 | 8,242 | 9,050 | 10,355 | 8,393 | 9,509 | 10,129 | 10,275 |
| St. Bernard | 20,733 | 23,245 | 25,123 | 24,209 | 7,893 | 12,092 | 12,594 | 15,054 |
| St. Tammany | 35,942 | 50,463 | 69,781 | 81,591 | 84,071 | 97,020 | 101,989 | 108,316 |
| N.O. Region Total | 429,102 | 437,956 | 468,387 | 479,230 | 352,797 | 393,808 | 417,935 | 446,323 |

Source: US Census Bureau, 1980-2000, 2005; 2006 and 2010, University of New Orleans Center for Economic Development

Table 4
Employment Estimates
New Orleans Region: District 1
1980 - 2000; 2005 and 2006 Estimates and Forecast to 2020

| Area | 2000 | Est. 2005 | Est. 2006 | Forecasts | | |
|--------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | | Pre-Katrina | Post-Katrina | 2010 | 2015 | 2020 |
| Jefferson | 214,647 | 198,491 | 191,557 | 233,007 | 247,582 | 262,972 |
| Orleans | 263,536 | 212,504 | 150,806 | 170,400 | 196,920 | 226,100 |
| Plaquemines | 16,703 | 14,632 | 13,639 | 15,909 | 16,631 | 17,413 |
| St. Bernard | 16,029 | 13,985 | 7,876 | 24,269 | 25,251 | 26,490 |
| St. Tammany | 57,775 | 65,823 | 69,317 | 69,569 | 77,846 | 86,596 |
| N.O. Region Total | 568,690 | 505,435 | 433,195 | 513,155 | 564,230 | 619,571 |

Source: Louisiana Department of Labor 1980-2000, 2005; 2006 and Forecasts University of New Orleans Center for Economic Development

Table 5
Total Households by Income Distribution
New Orleans Region: District 1
1990 - 2020

| Area | 1990 | 2000 | Est. 2005 | Est. 2006 | Forecasts | | |
|-------------------------------------|---------|---------|-------------|--------------|-----------|---------|---------|
| | | | Pre-Katrina | Post-Katrina | 2010 | 2015 | 2020 |
| Jefferson Total Households | 166,975 | 176,296 | 181,130 | 172,240 | 180,385 | 185,271 | 188,137 |
| Percentage of Total Households | | | | | | | |
| LESS THAN \$10,000 (2000 \$) | 20,647 | 17,712 | 17,166 | 16,104 | 16,052 | 15,052 | 13,473 |
| \$10,000 TO 19,999 | 24,594 | 24,654 | 23,884 | 22,418 | 22,343 | 20,953 | 18,753 |
| \$20,000 TO \$29,999 | 25,545 | 25,484 | 24,681 | 23,158 | 23,095 | 21,657 | 19,385 |
| \$30,000 TO \$44,999 | 34,202 | 33,673 | 33,553 | 31,675 | 32,387 | 30,467 | 27,271 |
| \$45,000 TO \$59,999 | 25,002 | 24,489 | 26,799 | 25,808 | 28,333 | 31,577 | 33,472 |
| \$60,000 TO \$74,999 | 15,126 | 18,236 | 19,955 | 19,201 | 21,098 | 23,777 | 27,484 |
| \$75,000 TO \$99,999 | 10,612 | 15,881 | 17,383 | 16,741 | 18,374 | 20,707 | 23,935 |
| \$100,000 TO \$124,999 | 6,225 | 7,372 | 8,076 | 7,863 | 8,528 | 9,612 | 11,109 |
| \$125,000 TO \$149,999 | 1,734 | 3,060 | 3,350 | 3,235 | 3,540 | 3,990 | 4,611 |
| \$150,000 TO \$199,999 | 1,612 | 2,516 | 2,752 | 2,650 | 2,911 | 3,281 | 3,792 |
| \$200,000 OR MORE | 1,676 | 3,219 | 3,531 | 3,389 | 3,724 | 4,197 | 4,851 |
| Orleans Total Households | 189,031 | 188,137 | 181,945 | 80,200 | 94,802 | 107,952 | 124,541 |
| Percentage of Total Households | | | | | | | |
| LESS THAN \$10,000 (2000 \$) | 49,020 | 39,568 | 37,313 | 11,857 | 17,284 | 18,268 | 18,843 |
| \$10,000 TO 19,999 | 36,368 | 33,579 | 29,959 | 9,105 | 14,668 | 15,503 | 15,991 |
| \$20,000 TO \$29,999 | 27,207 | 27,684 | 24,870 | 11,291 | 12,273 | 12,971 | 13,380 |
| \$30,000 TO \$44,999 | 28,398 | 30,777 | 31,451 | 13,346 | 17,650 | 20,768 | 23,995 |
| \$45,000 TO \$59,999 | 17,571 | 18,868 | 19,439 | 8,531 | 10,991 | 13,499 | 17,468 |
| \$60,000 TO \$74,999 | 10,723 | 12,277 | 12,660 | 10,052 | 7,152 | 8,784 | 11,366 |
| \$75,000 TO \$99,999 | 7,718 | 10,789 | 11,113 | 7,268 | 6,284 | 7,719 | 9,988 |
| \$100,000 TO \$124,999 | 5,178 | 5,281 | 5,449 | 2,849 | 3,076 | 3,778 | 4,888 |
| \$125,000 TO \$149,999 | 1,948 | 2,630 | 2,715 | 1,416 | 1,532 | 1,881 | 2,434 |
| \$150,000 TO \$199,999 | 2,083 | 2,617 | 2,787 | 2,550 | 1,524 | 1,872 | 2,423 |
| \$200,000 OR MORE | 2,817 | 4,067 | 4,190 | 1,934 | 2,369 | 2,910 | 3,765 |
| Plaquemines Total Households | 8,242 | 9,050 | 10,355 | 8,393 | 9,509 | 10,129 | 10,275 |
| Percentage of Total Households | | | | | | | |
| LESS THAN \$10,000 (2000 \$) | 1,456 | 1,248 | 1,326 | 1,058 | 1,121 | 1,103 | 993 |
| \$10,000 TO 19,999 | 1,374 | 1,204 | 1,279 | 1,020 | 1,081 | 1,064 | 958 |
| \$20,000 TO \$29,999 | 1,264 | 1,243 | 1,320 | 1,054 | 1,117 | 1,100 | 991 |
| \$30,000 TO \$44,999 | 1,767 | 1,702 | 1,883 | 1,515 | 1,687 | 1,671 | 1,505 |
| \$45,000 TO \$59,999 | 1,178 | 1,275 | 1,586 | 1,306 | 1,572 | 1,810 | 1,952 |
| \$60,000 TO \$74,999 | 542 | 778 | 968 | 798 | 959 | 1,106 | 1,269 |
| \$75,000 TO \$99,999 | 379 | 907 | 1,129 | 929 | 1,118 | 1,290 | 1,478 |
| \$100,000 TO \$124,999 | 189 | 340 | 425 | 348 | 419 | 484 | 554 |
| \$125,000 TO \$149,999 | 32 | 142 | 176 | 147 | 174 | 201 | 231 |
| \$150,000 TO \$199,999 | 28 | 76 | 95 | 80 | 94 | 109 | 124 |
| \$200,000 OR MORE | 33 | 135 | 168 | 139 | 166 | 192 | 220 |

Table 5 (continued)
Total Households by Income Distribution
New Orleans Region: District 1
1990 - 2020

| Area | 1990 | 2000 | Est. 2005 | Est. 2006 | Forecasts | | |
|-------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | | | Pre-Katrina | Post-Katrina | 2010 | 2015 | 2020 |
| St. Bernard Total Households | 23,245 | 25,123 | 24,209 | 7,893 | 12,092 | 12,594 | 15,054 |
| Percentage of Total Households | | | | | | | |
| LESS THAN \$10,000 (2000 \$) | 2,818 | 2,825 | 2,559 | 837 | 1,197 | 1,147 | 1,196 |
| \$10,000 TO 19,999 | 4,185 | 3,785 | 3,428 | 1,118 | 1,604 | 1,536 | 1,603 |
| \$20,000 TO \$29,999 | 3,860 | 3,827 | 3,467 | 1,076 | 1,622 | 1,554 | 1,621 |
| \$30,000 TO \$44,999 | 4,965 | 4,679 | 4,448 | 1,456 | 2,190 | 2,141 | 2,235 |
| \$45,000 TO \$59,999 | 3,611 | 3,834 | 3,949 | 1,303 | 2,099 | 2,382 | 3,128 |
| \$60,000 TO \$74,999 | 1,827 | 2,645 | 2,724 | 902 | 1,449 | 1,643 | 2,259 |
| \$75,000 TO \$99,999 | 1,183 | 2,193 | 2,259 | 745 | 1,201 | 1,362 | 1,872 |
| \$100,000 TO \$124,999 | 511 | 790 | 814 | 269 | 432 | 490 | 674 |
| \$125,000 TO \$149,999 | 153 | 261 | 269 | 89 | 143 | 162 | 222 |
| \$150,000 TO \$199,999 | 74 | 139 | 143 | 48 | 76 | 87 | 119 |
| \$200,000 OR MORE | 58 | 145 | 150 | 50 | 79 | 90 | 124 |
| St. Tammany Total Households | 50,463 | 69,781 | 81,591 | 84,071 | 97,020 | 101,989 | 108,316 |
| Percentage of Total Households | | | | | | | |
| LESS THAN \$10,000 (2000 \$) | 5,944 | 5,673 | 6,305 | 6,388 | 7,024 | 6,627 | 6,375 |
| \$10,000 TO 19,999 | 6,998 | 7,636 | 8,497 | 8,599 | 9,455 | 8,921 | 8,582 |
| \$20,000 TO \$29,999 | 6,808 | 8,060 | 8,415 | 8,389 | 9,979 | 9,417 | 9,058 |
| \$30,000 TO \$44,999 | 9,418 | 11,517 | 12,808 | 12,961 | 14,260 | 13,456 | 12,942 |
| \$45,000 TO \$59,999 | 7,188 | 9,762 | 11,617 | 11,919 | 13,876 | 13,764 | 13,240 |
| \$60,000 TO \$74,999 | 5,086 | 7,581 | 9,474 | 9,818 | 11,854 | 13,916 | 15,952 |
| \$75,000 TO \$99,999 | 3,871 | 8,653 | 10,821 | 11,204 | 13,532 | 15,884 | 18,664 |
| \$100,000 TO \$124,999 | 2,699 | 4,729 | 5,911 | 6,758 | 7,395 | 8,679 | 10,198 |
| \$125,000 TO \$149,999 | 952 | 2,186 | 2,734 | 2,824 | 3,417 | 4,012 | 4,714 |
| \$150,000 TO \$199,999 | 690 | 2,037 | 2,545 | 2,648 | 3,184 | 3,738 | 4,393 |
| \$200,000 OR MORE | 809 | 1,947 | 2,463 | 2,564 | 3,044 | 3,574 | 4,199 |
| N.O. Region Total | 437,956 | 468,387 | 479,230 | 352,797 | 393,808 | 417,935 | 446,323 |

Source: U.S. Census, 1990 and 2000; Woods and Poole Economics, Inc.; Louisiana Department of Health and Hospitals; Louisiana Recovery Authority, and University of New Orleans Center for Economic Development

Table 6
Orleans Parish Condo Market
Selected MLS Areas
January 2007 - August 27, 2007

| MLS Area | Status | Total Number | Average List Price | Average LP\$/SF | Average Unit Area | Average Bedrooms | Average Full Baths | Average Days on Market | Average Sales Price | Average SP\$/SF | Ratio SP/LP |
|-----------------------|-----------|--------------|--------------------|-----------------|-------------------|------------------|--------------------|------------------------|---------------------|-----------------|-------------|
| Center City | 60 Active | 32 | \$170,966 | \$189 | 924 | 1 | 1 | 169 | | | |
| | Sold | 4 | \$264,450 | \$232 | 1,139 | 2 | 2 | 222 | \$238,500 | \$209 | 90.2% |
| City Park | 61 Active | 30 | \$160,107 | \$181 | 973 | 2 | 1 | 98 | | | |
| | Sold | 8 | \$161,313 | \$183 | 918 | 2 | 1 | 109 | \$149,875 | \$175 | 92.9% |
| Carrollton | 62 Active | 45 | \$187,609 | \$207 | 949 | 2 | 1 | 86 | | | |
| | Sold | 11 | \$152,909 | \$178 | 829 | 2 | 1 | 114 | \$144,082 | \$170 | 94.2% |
| Uptown-Fountainbleau | 63 Active | 44 | \$351,566 | \$254 | 1,416 | 2 | 2 | 143 | | | |
| | Sold | 63 | \$307,728 | \$295 | 1,072 | 1 | 1 | 130 | \$292,075 | \$285 | 94.9% |
| Garden District | 64 Active | 81 | \$270,080 | \$243 | 1,149 | 2 | 2 | 111 | | | |
| | Sold | 51 | \$266,671 | \$248 | 1,081 | 2 | 2 | 123 | \$254,971 | \$238 | 95.6% |
| Lower Garden District | 65 Active | 186 | \$275,956 | \$254 | 1,108 | 2 | 2 | 143 | | | |
| | Sold | 86 | \$220,396 | \$255 | 910 | 1 | 1 | 92 | \$211,542 | \$245 | 96.0% |
| CBD/Warehouse | 67 Active | 150 | \$442,547 | \$331 | 1,274 | 2 | 2 | 131 | | | |
| | Sold | 135 | \$373,904 | \$315 | 1,133 | 2 | 2 | 97 | \$350,556 | \$301 | 93.8% |
| Lakefront | 69 Active | 25 | \$399,012 | \$244 | 1,409 | 2 | 2 | 98 | | | |
| | Sold | 16 | \$301,769 | \$198 | 1,484 | 2 | 2 | 143 | \$277,800 | \$183 | 92.1% |
| French Quarter | 71 Active | 148 | \$342,200 | \$450 | 816 | 1 | 1 | 166 | | | |
| | Sold | 71 | \$307,949 | \$428 | 774 | 1 | 1 | 144 | \$286,089 | \$402 | 92.9% |

Source: New Orleans Metropolitan Association of Realtors and Analyst

**Table 6A - Update
Orleans Parish Condo Market
Selected MLS Areas
August 28, 2007 - July 31, 2008**

| MLS Area | Status | Total Number | Average List Price | Average LP\$/SF | Average Unit Area | Average Bedrooms | Average Full Baths | Average Days on Market | Average Sales Price | Average SP\$/SF | Ratio SP/LP |
|-----------------------|-----------|--------------|--------------------|-----------------|-------------------|------------------|--------------------|------------------------|---------------------|-----------------|-------------|
| Center City | 60 Active | 30 | \$145,280 | \$155 | 907 | NA | 1 | 30 | | | |
| | Sold | 3 | \$178,167 | \$221 | 862 | 1 | 1 | 70 | \$174,225 | \$218 | 97.8% |
| City Park | 61 Active | 38 | \$190,382 | \$159 | 1,312 | 2 | 2 | 134 | | | |
| | Sold | 7 | \$181,686 | \$112 | 1,685 | 3 | 2 | 133 | \$178,429 | \$108 | 98.2% |
| Carrollton | 62 Active | 31 | \$136,069 | \$158 | 872 | 2 | 1 | 118 | | | |
| | Sold | 14 | \$145,029 | \$163 | 870 | 2 | 1 | 120 | \$139,821 | \$158 | 96.4% |
| Uptown-Fountainbleau | 63 Active | 26 | \$333,206 | \$235 | 1,412 | 2 | 2 | 171 | | | |
| | Sold | 36 | \$307,064 | \$238 | 1,255 | 2 | 2 | 140 | \$289,067 | \$225 | 94.1% |
| Garden District | 64 Active | 56 | \$298,114 | \$227 | 1,297 | 2 | 2 | 120 | | | |
| | Sold | 70 | \$262,313 | \$235 | 1,119 | 2 | 2 | 91 | \$250,173 | \$224 | 95.4% |
| Lower Garden District | 65 Active | 197 | \$248,767 | \$260 | 981 | 1 | 1 | 133 | | | |
| | Sold | 99 | \$266,828 | \$223 | 1,198 | 2 | 2 | 132 | \$249,363 | \$211 | 93.5% |
| CBD/Warehouse | 67 Active | 160 | \$406,327 | \$358 | 1,166 | 1 | 2 | 174 | | | |
| | Sold | 143 | \$375,000 | \$310 | 1,135 | 2 | 2 | 111 | \$352,731 | \$295 | 94.1% |
| Lakefront | 69 Active | 18 | \$449,883 | \$230 | 1,619 | 2 | 2 | 165 | | | |
| | Sold | 17 | \$301,047 | \$192 | 1,540 | 2 | 2 | 125 | \$267,941 | \$175 | 89.0% |
| French Quarter | 71 Active | 137 | \$381,621 | \$428 | 930 | 1 | 1 | 172 | | | |
| | Sold | 83 | \$334,004 | \$411 | 857 | 1 | 1 | 166 | \$312,557 | \$386 | 93.6% |

Source: New Orleans Metropolitan Association of Realtors and Analyst

Table 7
East Jefferson Condo Market
Selected MLS Areas
January 2007 - August 27, 2007

| MLS Area | Status | Total Number | Average List Price | Average LP\$/SF | Average Unit Area | Average Bedrooms | Average Full Baths | Average Days on Market | Average Sales Price | Average SP\$/SF | Ratio SP/LP |
|----------------------------|-----------|--------------|--------------------|-----------------|-------------------|------------------|--------------------|------------------------|---------------------|-----------------|-------------|
| Bridgedale | 12 Active | 0 | | | | | | | | | |
| | Sold | 2 | \$122,000 | \$116 | 1,021 | 2 | 2 | 34 | \$116,500 | \$111 | 95.5% |
| Lafreniere-Bissonet | 13 Active | 65 | \$126,194 | \$132 | 957 | 2 | 1 | 288 | | | |
| | Sold | 72 | \$121,126 | \$135 | 897 | 2 | 1 | 90 | \$120,881 | \$135 | 99.8% |
| Jefferson Lakefront | 14 Active | 3 | \$141,233 | \$144 | 982 | 2 | 1 | 134 | | | |
| | Sold | 7 | \$140,543 | \$136 | 1,056 | 2 | 1 | 125 | \$138,386 | \$134 | 98.5% |
| Causeway-Cleaview | 15 Active | 42 | \$123,200 | \$141 | 890 | 2 | 1 | 73 | | | |
| | Sold | 25 | \$111,184 | \$123 | 911 | 2 | 1 | 82 | \$105,433 | \$116 | 94.8% |
| Transcontinental-Clearview | 16 Active | 16 | \$140,231 | \$136 | 1,037 | 2 | 1 | 102 | | | |
| | Sold | 16 | \$115,550 | \$136 | 859 | 2 | 1 | 66 | \$111,781 | \$131 | 96.7% |
| I-10/Airline | 17 Active | 25 | \$97,044 | \$143 | 734 | 1 | 1 | 186 | | | |
| | Sold | 16 | \$93,531 | \$108 | 875 | 2 | 1 | 72 | \$91,788 | \$106 | 98.1% |
| Northeast Metairie | 18 Active | 93 | \$217,284 | \$190 | 1,079 | 2 | 1 | 116 | | | |
| | Sold | 35 | \$185,400 | \$182 | 990 | 2 | 1 | 96 | \$174,024 | \$173 | 93.9% |
| Old Metairie | 19 Active | 34 | \$262,026 | \$230 | 1,097 | 2 | 1 | 102 | | | |
| | Sold* | 7 | \$401,329 | \$240 | 1,677 | 2 | 2 | 90 | \$378,571 | \$227 | 94.3% |

* Excludes 201 Canal St Units A-P for \$2,835,000 (16 units sold at an average price of \$177,188).
Source: New Orleans Metropolitan Association of Realtors and Analyst

**Table 7A - Update
East Jefferson Condo Market
Selected MLS Areas
August 28, 2007 - July 31, 2008**

| MLS Area | Status | Total Number | Average List Price | Average LP\$/SF | Average Unit Area | Average Bedrooms | Average Full Baths | Average Days on Market | Average Sales Price | Average SP\$/SF | Ratio SP/LP |
|----------------------------|-------------------|--------------|------------------------|-----------------|-------------------|------------------|--------------------|------------------------|---------------------|-----------------|-------------|
| Bridgedale | 12 Active Sold | 1 | \$87,000 | \$131 | 660 | 1 | 1 | 39 | | | |
| Lafreniere-Bissonnet | 13 Active Sold | 55 61 | \$124,778 \$97,811 | \$121 \$122 | 1,049 819 | 2 1 | 1 1 | 274 343 | \$95,559 | \$119 | 97.7% |
| Jefferson Lakefront | 14 Active Sold | 3 2 | \$128,300 \$142,900 | \$141 \$142 | 905 1,006 | 2 2 | 1 1 | 47 148 | \$136,450 | \$136 | 95.5% |
| Causeway-Clearview | 15 Active Sold | 43 28 | \$167,705 \$100,864 | \$165 \$113 | 1,014 902 | 2 2 | 1 1 | 204 112 | \$96,470 | \$109 | 95.6% |
| Transcontinental-Clearview | 16 Active Sold | 8 16 | \$128,013 \$108,563 | \$121 \$131 | 1,058 867 | 2 2 | 2 1 | 92 72 | \$103,188 | \$125 | 95.0% |
| I-10/Airline | 17 Active Sold | 24 9 | \$96,866 \$85,144 | \$106 \$111 | 930 786 | 2 2 | 1 1 | 130 63 | \$82,464 | \$107 | 96.9% |
| Northeast Metairie | 18 Active Sold | 92 52 | \$184,009 \$166,553 | \$185 \$163 | 969 1,021 | 2 2 | 1 1 | 140 131 | \$157,560 | \$154 | 94.6% |
| Old Metairie | 19 Active Sold | 23 17 | \$267,652 \$203,935 | \$222 \$197 | 1,189 1,000 | 2 2 | 2 1 | 117 185 | \$196,559 | \$192 | 96.4% |

Source: New Orleans Metropolitan Association of Realtors and Analyst

Table 8
East Jefferson
Summary of Retail Properties
Post Katrina and Fall 2006

| Retail | | | | | |
|------------------------|-----------------------------|---|----------------------|--|----------------------|
| Area/Type | Rentable Sq. Ft. | Post Katrina Occupancy Percent | Ave. Rent | Fall 2006 Occupancy Percent | Ave. Rent |
| Metairie | | | | | |
| A Retail | 715,190 | 96.5 | \$18.00 | 97.6 | \$18.17 |
| B Retail | 1,347,251 | 88.9 | \$16.26 | 94.3 | \$16.18 |
| C Retail | 414,410 | 99.4 | \$15.56 | 98.9 | \$16.15 |
| Mall | 1,709,000 | 99.0 | \$25.00 | 99.0 | \$26.00 |
| Metairie Retail | 4,185,851 | 95.2 | \$16.78 | 97.0 | \$16.94 |
| Kenner | | | | | |
| A Retail | 556,054 | 86.0 | \$14.50 | 88.0 | \$16.00 |
| B Retail | 215,000 | 92.0 | \$11.00 | 100.0 | \$13.00 |
| C Retail | 203,044 | 91.9 | \$13.50 | 78.6 | \$12.33 |
| Mall | 910,000 | 38.0 | \$33.50 | 71.0 | NA |
| Kenner Retail | 1,884,098 | 84.0 | \$16.43 | 85.0 | \$13.67 |
| Elmwood | | | | | |
| A Retail | 1,292,484 | 98.7 | \$14.42 | 99.7 | \$17.25 |
| B Retail | 172,000 | 91.5 | \$4.07 | 94.5 | \$11.28 |
| C Retail | 135,967 | 95.8 | \$11.88 | 99.3 | \$13.00 |
| Mall | | | | | |
| Elmwood Retail | 1,600,451 | 95.8 | \$11.85 | 98.3 | \$14.04 |
| All Retail | 7,670,400 | 93.1 | \$15.73 | 95.0 | \$15.88 |

Source: UNO Real Estate Market Data Center Survey & Analyst

Table 8A
East Jefferson
Summary of Retail Properties
Post Katrina, Fall 2006 and Fall 2007

| Retail | | | | | | | |
|------------------------|-------------------------|--------------------------|------------------|--------------------------|------------------|--------------------------|------------------|
| Area/Type | Rentable Sq. Ft. | Post Katrina | | Fall 2006 | | Fall 2007 | |
| | | Occupancy Percent | Ave. Rent | Occupancy Percent | Ave. Rent | Occupancy Percent | Ave. Rent |
| Metairie | | | | | | | |
| A Retail | 715,190 | 96.5 | \$18.00 | 97.6 | \$18.17 | 90.5 | \$18.75 |
| B Retail | 1,347,251 | 88.9 | \$16.26 | 94.3 | \$16.18 | 99.9 | \$16.62 |
| C Retail | 414,410 | 99.4 | \$15.56 | 98.9 | \$16.15 | 99.3 | \$16.38 |
| Mall | 1,709,000 | 99.0 | \$25.00 | 99.0 | \$26.00 | 99.1 | \$37.50 |
| Metairie Retail | 4,185,851 | 95.2 | \$16.78 | 97.0 | \$16.94 | 97.7 | \$17.68 |
| Kenner | | | | | | | |
| A Retail | 556,054 | 86.0 | \$14.50 | 88.0 | \$16.00 | 85.3 | \$16.00 |
| B Retail | 215,000 | 92.0 | \$11.00 | 100.0 | \$13.00 | 98.5 | \$13.00 |
| C Retail | 203,044 | 91.9 | \$13.50 | 78.6 | \$12.33 | 100.0 | \$13.33 |
| Mall | 910,000 | 38.0 | \$33.50 | 71.0 | NA | 92.0 | NA |
| Kenner Retail | 1,884,098 | 84.0 | \$16.43 | 85.0 | \$13.67 | 91.6 | \$14.11 |
| Elmwood | | | | | | | |
| A Retail | 1,292,484 | 98.7 | \$14.42 | 99.7 | \$17.25 | 99.7 | \$18.33 |
| B Retail | 172,000 | 91.5 | \$4.07 | 94.5 | \$11.28 | 89.0 | \$18.50 |
| C Retail | 135,967 | 95.8 | \$11.88 | 99.3 | \$13.00 | 100.0 | \$12.19 |
| Mall | | | | | | | |
| Elmwood Retail | 1,600,451 | 95.8 | \$11.85 | 98.3 | \$14.04 | 92.0 | \$15.46 |
| All Retail | 7,670,400 | 93.1 | \$15.73 | 95.0 | \$15.88 | 99.0 | \$16.74 |

Source: UNO Real Estate Market Data Center Survey & Analyst

Table 9
East Jefferson
Retail Properties
Post Katrina and Fall 2006

| Area/Type | Property Name | Address | City | Rentable Sq. Ft. | Post Katrina | | Fall 2006 | | |
|-----------------------------------|---------------------------------------|--------------------------|----------------------|------------------|-------------------|-----------|-------------------|-----------|---------|
| | | | | | Occupancy Percent | Ave. Rent | Occupancy Percent | Ave. Rent | |
| Metairie | | | | | | | | | |
| A Retail | CLEARVIEW PALMS | 2222 CLEARVIEW PKWY S | METAIRIE | 60,000 | 100.0 | \$18.50 | 100.0 | \$18.50 | |
| | INDEPENDENCE MALL | 4241 VETERANS HWY | METAIRIE | 56,446 | 80.0 | \$16.50 | 85.7 | \$17.00 | |
| | MAGNOLIA SHOPPING CENTER | 7000 VETERANS HWY | METAIRIE | 242,866 | 100.0 | \$11.00 | 100.0 | \$11.00 | |
| | OLD METAIRIE VILLAGE | 701 METAIRIE RD | METAIRIE | 83,811 | 100.0 | \$25.50 | 100.0 | \$25.50 | |
| | OAKRIDGE PLACE | 800 METAIRIE RD | METAIRIE | 60,000 | 100.0 | \$17.50 | 100.0 | \$18.50 | |
| | WESTGATE CENTER | 8833 VETERANS HWY | METAIRIE | 212,067 | 99.0 | \$19.00 | 99.6 | \$18.50 | |
| B Retail | METAIRIE SHOPPING CENTER | 1501 METAIRIE RD | METAIRIE | 54,120 | 84.0 | \$16.00 | 100.0 | \$16.00 | |
| | AIRLINE VILLAGE SHOPPING CENTER | 1800 AIRLINE HWY | METAIRIE | 135,000 | NA | \$8.25 | 34.0 | \$11.00 | |
| | AIRLINE SHOPPING CENTER | 2701 AIRLINE HWY | METAIRIE | 82,874 | 98.0 | \$21.00 | 93.4 | \$25.50 | |
| | SAV-A-CENTER & STEIN MART | 2900 VETERANS HWY | METAIRIE | 92,154 | 100.0 | \$11.11 | 100.0 | \$11.11 | |
| | PONCHARTRAIN PLACE SHOPPING CENTER | 3501 SEVERN AVE | METAIRIE | 91,139 | NA | NA | 100.0 | NA | |
| | 3908 VETERANS MEMORIAL HWY | 3908 VETERANS HWY | METAIRIE | 50,000 | 82.0 | \$29.00 | 100.0 | \$29.00 | |
| | AIRLINE PARK SHOPPING CENTER | 6500 AIRLINE HWY | METAIRIE | 80,000 | 95.0 | \$11.00 | 98.0 | \$11.00 | |
| | LAFRENIERE PLAZA | 6601 VETERANS HWY | METAIRIE | 97,805 | NA | \$18.00 | 100.0 | \$18.00 | |
| | BABIES R US; PET SMART & OFFICE DEPOT | 6851 VETERANS HWY | METAIRIE | 117,000 | 100.0 | NA | 100.0 | NA | |
| | BARLON PLAZA SHOPPING CENTER | 7101 VETERANS HWY | METAIRIE | 67,415 | 38.0 | \$16.00 | 100.0 | \$16.00 | |
| | WILSHIRE PLAZA | 713 VETERANS HWY | METAIRIE | 123,244 | 100.0 | \$16.00 | 100.0 | NA | |
| | MA GREEN SHOPPING CENTER | 7809 AIRLINE HWY | METAIRIE | 103,500 | NA | NA | 100.0 | \$8.00 | |
| | BOULEVARD SHOPPING CENTER | 8944 VETERANS HWY | METAIRIE | 253,000 | 100.0 | NA | 100.0 | NA | |
| | C Retail | CONTINENTAL PLAZA | 0 TRANSCONTINENTAL | METAIRIE | 43,000 | 100.0 | \$20.00 | 100.0 | \$20.00 |
| SENA MALL | | 1111 VETERANS BLVD | METAIRIE | 27,337 | 100.0 | \$12.52 | 100.0 | NA | |
| 2221 TRANSCONTINENTAL | | 2221 TRANSCONTINENTAL | METAIRIE | 13,397 | NA | NA | 94.0 | \$13.50 | |
| 2727 EDENBORN | | 2727 EDENBORN | METAIRIE | 28,000 | 100.0 | \$14.00 | 100.0 | \$14.00 | |
| VILLAGE SQUARE | | 3201 EDENBORN | METAIRIE | 22,000 | 100.0 | \$12.00 | 100.0 | \$12.00 | |
| 3440 DIVISION STREET | | 3440 DIVISION ST. | METAIRIE | 10,975 | NA | NA | 99.0 | \$17.35 | |
| ESPLANADE PLAZA SHOPPING CENTER | | 3535 SEVERN AVE | METAIRIE | 25,000 | 94.0 | \$17.00 | 100.0 | \$17.50 | |
| BLOCKBUSTER CENTER | | 3908 VETERANS HWY | METAIRIE | 48,000 | 100.0 | \$26.50 | 100.0 | \$29.00 | |
| 5029 VETERANS HWY | | 5029 VETERANS HWY | METAIRIE | 15,000 | 100.0 | \$11.50 | 100.0 | \$11.50 | |
| 5245 VETERANS HWY SHOPPING CENTER | | 5245 VETERANS HWY | METAIRIE | 31,000 | 100.0 | \$14.00 | 92.0 | \$14.50 | |
| 5300 VETERANS BLVD | | 5300 VETERANS BLVD | METAIRIE | 20,333 | NA | NA | 100.0 | NA | |
| 6303 AIRLINE HWY | | 6303 AIRLINE HWY | METAIRIE | 71,368 | 100.0 | \$12.50 | 100.0 | \$12.50 | |
| LAFRENIERE CENTER | | 6820 VETERANS HWY | METAIRIE | 24,000 | 100.0 | NA | 100.0 | \$16.00 | |
| 8814 VETERANS MEMORIAL BLVD | | 8814 VETERANS HWY | METAIRIE | 35,000 | NA | NA | 100.0 | \$16.00 | |
| Mall | | LAKESIDE SHOPPING CENTER | 3301 VETERANS HWY | METAIRIE | 940,000 | 99.0 | NA | 100.0 | NA |
| | CLEARVIEW SHOPPING CENTER | 4436 VETERANS HWY | METAIRIE | 789,000 | 99.0 | \$25.00 | 98.0 | \$26.00 | |
| Freestanding | WINN DIXIE #1329 | 211 VETERANS HWY | METAIRIE | 56,000 | 100.0 | | 100.0 | | |
| | BREAUX MART | 2904 SEVERN AVE | METAIRIE | 23,377 | 100.0 | | 100.0 | | |
| | KMART | 2840 VETERANS HWY | METAIRIE | 107,806 | 100.0 | | 100.0 | | |
| | WHOLE FOODS MARKET | 3420 VETERANS HWY | METAIRIE | 50,000 | 100.0 | | 100.0 | | |
| | TOYS 'R' US | 3609 VETERANS HWY | METAIRIE | 43,542 | 100.0 | | 100.0 | | |
| | LOWE'S | 3640 VETERANS HWY | METAIRIE | 110,000 | 100.0 | | 100.0 | | |
| | SAV A CENTER | 3711 POWER BLVD | METAIRIE | 74,980 | 100.0 | | 100.0 | | |
| | BARNES AND NOBLES | 3721 VETERANS HWY | METAIRIE | 60,000 | 100.0 | | 100.0 | | |
| | SAM'S WHOLESALE CLUB | 3900 AIRLINE HWY | METAIRIE | 110,000 | 100.0 | | 100.0 | | |
| | COME AUX | 415 VETERANS HWY | METAIRIE | 48,000 | 100.0 | | 100.0 | | |
| | RITE AID | 4936 VETERANS HWY | METAIRIE | 14,000 | 100.0 | | 100.0 | | |
| | ROBERT FRESH MARKET | 5016 ESPLANADE AVE W | METAIRIE | 60,000 | 100.0 | | 100.0 | | |
| | ROOMS TO GO | 5800 VETERANS HWY | METAIRIE | 85,000 | 100.0 | | 100.0 | | |
| | BEST BUY | 6205 VETERANS HWY | METAIRIE | 30,000 | 100.0 | | 100.0 | | |
| | PEP BOYS | 6638 VETERANS HWY | METAIRIE | 22,500 | 100.0 | | 100.0 | | |
| | SAV-A-CENTER | 717 CLEARVIEW PKWY S | METAIRIE | 80,000 | 100.0 | | 100.0 | | |
| | WALMART | 8843 VETERANS HWY | METAIRIE | 85,000 | 100.0 | | 100.0 | | |
| | MICHAEL'S | 8851 VETERANS HWY | METAIRIE | 50,000 | 100.0 | | 100.0 | | |
| | Kenner | | | | | | | | |
| A Retail | | PAVILION SHOPPING CENTER | 1000 ESPLANADE AVE W | KENNER | 267,420 | 76.0 | 19.5 | 74.0 | \$20.00 |
| | | KENNER PLAZA | 3400 WILLIAMS BLVD | KENNER | 210,848 | 90.0 | \$12.00 | 90.0 | NA |
| | KENNER CENTER | 391 ESPLANADE AVE W | KENNER | 77,786 | 92.1 | \$12.00 | 100.0 | \$12.00 | |
| B Retail | WESTLAND SHOPPING CENTER | 2500 WILLIAMS BLVD | KENNER | 108,000 | 100.0 | NA | 100.0 | \$13.00 | |
| | CHATEAU VILLAGE SHOPPING CENTER | 3501 CHATEAU BLVD | KENNER | 107,000 | 84.0 | \$11.00 | 100.0 | NA | |
| C Retail | FORMER PAYLESS SHOES | 2505 WILLIAMS BLVD | KENNER | 8,205 | NA | NA | 19.0 | \$11.00 | |
| | WALMART NEIGHBORHOOD STORE & PHARMACY | 3500 WILLIAMS BLVD | KENNER | 85,000 | 100.0 | NA | 100.0 | NA | |
| | 3600 WILLIAMS BLVD | 3600 WILLIAMS BLVD | KENNER | 15,912 | 77.0 | \$12.00 | 100.0 | \$12.00 | |
| | KENNER MARKET PLACE | 4041 WILLIAMS BLVD | KENNER | 93,927 | 98.7 | \$15.00 | 95.5 | \$14.00 | |
| Mall | | | | | | | | | |
| | ESPLANADE MALL | 1401 W ESPLANADE AVE | KENNER | 910,000 | 38.0 | \$33.50 | 71.0 | NA | |
| Freestanding | CIRCUIT CITY | 2421 VETERANS HWY | KENNER | 40,000 | 100.0 | | 100.0 | | |
| | HOME DEPOT | 2625 VETERANS HWY | KENNER | 120,000 | 100.0 | | 100.0 | | |
| | SAM'S WHOLESALE CLUB | 455 31ST ST | KENNER | 106,000 | 100.0 | | 100.0 | | |
| | WALMART SUPERCENTER | 300 ESPLANADE AVE W | KENNER | 230,000 | 100.0 | | 100.0 | | |
| | WINN DIXIE #1406 | 4041 WILLIAMS BLVD | KENNER | 70,000 | 100.0 | | 100.0 | | |
| | WINN-DIXIE MARKETPLACE #1412 | 2104 WILLIAMS BLVD | KENNER | 60,000 | 100.0 | | 100.0 | | |
| | | | | | | | | | |
| Elmwood | | | | | | | | | |
| A Retail | ELMWOOD VILLAGE CENTER | 1000 CLEARVIEW PKWY S | HARAHAN | 1,100,000 | 100.0 | \$17.00 | 100.0 | \$25.00 | |
| | ELMWOOD OAKS | 800 CLEARVIEW PKWY S | HARAHAN | 130,284 | 96.0 | \$11.50 | 99.0 | \$12.00 | |
| | HIGHLAND SQUARE | 9647 JEFFERSON HWY | RIVER RIDGE | 62,200 | 100.0 | \$14.75 | 100.0 | \$14.75 | |
| B Retail | UPSTREAM SHOPPING CENTER | 9301 JEFFERSON HWY | HARAHAN | 52,000 | 83.0 | NA | 89.0 | \$18.50 | |
| | JEFFERSON PLAZA | 2614 JEFFERSON HWY | JEFFERSON | 120,000 | 100.0 | \$4.07 | 100.0 | \$4.07 | |
| C Retail | AZALEA GARDENS SHOPPING CENTER | 3701 JEFFERSON HWY | JEFFERSON | 45,032 | 100.0 | \$10.00 | 100.0 | \$10.00 | |
| | ELMWOOD PLAZA | 5602 JEFFERSON HWY | HARAHAN | 41,600 | 83.0 | \$10.00 | 97.0 | \$14.00 | |
| | COLONIAL SHOPPING CENTER | 7335 JEFFERSON HWY | HARAHAN | 44,735 | 100.0 | \$14.00 | 100.0 | \$14.00 | |
| | RIVER CENTER | 9401 JEFFERSON HWY | RIVER RIDGE | 4,600 | 100.0 | \$13.50 | 100.0 | \$14.00 | |
| Freestanding | CAMPO | 5015 BLOOMFIELD | JEFFERSON | 13,000 | 100.0 | | 100.0 | | |
| | COMPASS FURNITURE | 5025 BLOOMFIELD | JEFFERSON | 52,000 | 100.0 | | 100.0 | | |
| | WALMART SUPERCENTER | 5110 JEFFERSON HWY | HARAHAN | 230,000 | 100.0 | | 100.0 | | |
| | PEP BOYS | 835 CLEARVIEW PKWY S | HARAHAN | 20,000 | 100.0 | | 100.0 | | |
| | WINN DIXIE MARKETPLACE #1404 | 8601 JEFFERSON HWY | RIVER RIDGE | 63,000 | 100.0 | | 100.0 | | |
| | O'REILLY AUTO PARTS | 9319 JEFFERSON HWY | RIVER RIDGE | 25,000 | 100.0 | | 100.0 | | |

Source: UNO Real Estate Market Data Center Survey & Analyst

Table 9A
East Jefferson
Retail Properties
Post Katrina, Fall 2006 and Fall 2007

| Area/Type | Property Name | Address | City | Rentable Sq. Ft. | Post Katrina | | Fall 2006 | | Fall 2007 | |
|---------------------|---------------------------------------|-----------------------|-------------|------------------|-------------------|-----------|-------------------|-----------|-------------------|-----------|
| | | | | | Occupancy Percent | Ave. Rent | Occupancy Percent | Ave. Rent | Occupancy Percent | Ave. Rent |
| Metairie | | | | | | | | | | |
| A Retail | CLEARVIEW PALMS | 2222 CLEARVIEW PKWY S | METAIRIE | 60,000 | 100.0 | \$18.50 | 100.0 | \$18.50 | 93.0 | \$18.50 |
| | INDEPENDENCE MALL | 4241 VETERANS HWY | METAIRIE | 56,446 | 80.0 | \$16.50 | 85.7 | \$17.00 | 83.0 | \$17.00 |
| | MAGNOLIA SHOPPING CENTER | 7000 VETERANS HWY | METAIRIE | 242,866 | 100.0 | \$11.00 | 100.0 | \$11.00 | 100.0 | \$11.00 |
| | OLD METAIRIE VILLAGE | 701 METAIRIE RD | METAIRIE | 83,811 | 100.0 | \$25.50 | 100.0 | \$25.50 | 100.0 | \$25.00 |
| | OAKRIDGE PLACE | 800 METAIRIE RD | METAIRIE | 60,000 | 100.0 | \$17.50 | 100.0 | \$18.50 | 100.0 | \$18.50 |
| | WESTGATE CENTER | 8833 VETERANS HWY | METAIRIE | 212,067 | 99.0 | \$19.00 | 99.6 | \$18.50 | 100.0 | \$22.50 |
| B Retail | METAIRIE SHOPPING CENTER | 1501 METAIRIE RD | METAIRIE | 54,120 | 84.0 | \$16.00 | 100.0 | \$16.00 | 100.0 | \$16.00 |
| | AIRLINE VILLAGE SHOPPING CENTER | 1800 AIRLINE HWY | METAIRIE | 135,000 | NA | \$8.25 | 34.0 | \$11.00 | 100.0 | \$15.00 |
| | AIRLINE SHOPPING CENTER | 2701 AIRLINE HWY | METAIRIE | 82,874 | 98.0 | \$21.00 | 93.4 | \$25.50 | 100.0 | \$27.00 |
| | SAV-A-CENTER & STEIN MART | 2900 VETERANS HWY | METAIRIE | 92,154 | 100.0 | \$11.11 | 100.0 | \$11.11 | 100.0 | \$11.11 |
| | PONCHARTRAIN PLACE SHOPPING CENTER | 3501 SEVERN AVE | METAIRIE | 91,139 | NA | NA | 100.0 | NA | 100.0 | \$27.50 |
| | AIRLINE PARK SHOPPING CENTER | 6500 AIRLINE HWY | METAIRIE | 80,000 | 98.0 | \$11.00 | 98.0 | \$11.00 | 98.0 | \$11.00 |
| | LAFRENIERE PLAZA | 6601 VETERANS HWY | METAIRIE | 97,805 | NA | \$18.00 | 100.0 | \$18.00 | 100.0 | \$18.00 |
| | BABIES R US; PET SMART & OFFICE DEPOT | 6851 VETERANS HWY | METAIRIE | 117,000 | 100.0 | NA | 100.0 | NA | 100.0 | NA |
| | BARLON PLAZA SHOPPING CENTER | 7101 VETERANS HWY | METAIRIE | 67,415 | 38.0 | \$16.00 | 100.0 | \$16.00 | 100.0 | \$16.00 |
| | WILSHIRE PLAZA | 713 VETERANS HWY | METAIRIE | 123,244 | 100.0 | \$16.00 | 100.0 | NA | 100.0 | NA |
| | MA GREEN SHOPPING CENTER | 7809 AIRLINE HWY | METAIRIE | 103,500 | NA | NA | 100.0 | \$8.00 | 100.0 | \$8.00 |
| | BOULEVARD SHOPPING CENTER | 8944 VETERANS HWY | METAIRIE | 253,000 | 100.0 | NA | 100.0 | NA | 100.0 | NA |
| C Retail | CONTINENTAL PLAZA | 0 TRANSCONTINENTAL | METAIRIE | 43,000 | 100.0 | \$20.00 | 100.0 | \$20.00 | 98.0 | \$23.50 |
| | SENA MALL | 1111 VETERANS BLVD | METAIRIE | 27,337 | 100.0 | \$12.52 | 100.0 | NA | 100.0 | \$14.00 |
| | 2221 TRANSCONTINENTAL | 2221 TRANSCONTINENTAL | METAIRIE | 13,397 | NA | NA | 94.0 | \$13.50 | 100.0 | \$14.50 |
| | 2727 EDENBORN | 2727 EDENBORN | METAIRIE | 28,000 | 100.0 | \$14.00 | 100.0 | \$14.00 | 100.0 | \$14.00 |
| | VILLAGE SQUARE | 3201 EDENBORN | METAIRIE | 22,000 | 100.0 | \$12.00 | 100.0 | \$12.00 | 100.0 | \$12.00 |
| | 3440 DIVISION STREET | 3440 DIVISION ST. | METAIRIE | 10,975 | NA | NA | 99.0 | \$17.35 | 100.0 | \$16.00 |
| | ESPLANADE PLAZA SHOPPING CENTER | 3535 SEVERN AVE | METAIRIE | 25,000 | 94.0 | \$17.00 | 100.0 | \$17.50 | 100.0 | \$17.50 |
| | BLOCKBUSTER CENTER | 3908 VETERANS HWY | METAIRIE | 48,000 | 100.0 | \$26.50 | 100.0 | \$29.00 | 100.0 | \$29.00 |
| | 5029 VETERANS HWY | 5029 VETERANS HWY | METAIRIE | 15,000 | 100.0 | \$11.50 | 100.0 | \$11.50 | 100.0 | \$11.50 |
| | 5245 VETERANS HWY SHOPPING CENTER | 5245 VETERANS HWY | METAIRIE | 31,000 | 100.0 | \$14.00 | 92.0 | \$14.50 | 100.0 | \$14.50 |
| | 5300 VETERANS BLVD* | 5300 VETERANS BLVD | METAIRIE | 20,333 | NA | NA | 100.0 | NA | NA | NA |
| | AIRLINE PARK SHOPPING CENTER | 6125 AIRLINE HWY | METAIRIE | 71,368 | 100.0 | \$12.50 | 100.0 | \$12.50 | 100.0 | \$14.50 |
| | LAFRENIERE CENTER | 6820 VETERANS HWY | METAIRIE | 24,000 | 100.0 | NA | 100.0 | \$16.00 | 100.0 | \$16.00 |
| | 8814 VETERANS MEMORIAL BLVD | 8814 VETERANS HWY | METAIRIE | 35,000 | NA | NA | 100.0 | \$16.00 | 92.0 | \$16.00 |
| Mall | LAKESIDE SHOPPING CENTER | 3301 VETERANS HWY | METAIRIE | 940,000 | 99.0 | NA | 100.0 | NA | 100.0 | NA |
| | CLEARVIEW SHOPPING CENTER | 4436 VETERANS HWY | METAIRIE | 769,000 | 99.0 | \$25.00 | 98.0 | \$26.00 | 98.0 | \$37.50 |
| Freestanding | WINN DIXIE #1329 | 211 VETERANS HWY | METAIRIE | 56,000 | 100.0 | | 100.0 | | 100.0 | |
| | BREAUUX MART | 2904 SEVERN AVE | METAIRIE | 23,377 | 100.0 | | 100.0 | | 100.0 | |
| | KMART | 2940 VETERANS HWY | METAIRIE | 107,806 | 100.0 | | 100.0 | | 100.0 | |
| | WHOLE FOODS MARKET | 3420 VETERANS HWY | METAIRIE | 50,000 | 100.0 | | 100.0 | | 100.0 | |
| | TOYS "R" US | 3609 VETERANS HWY | METAIRIE | 43,542 | 100.0 | | 100.0 | | 100.0 | |
| | LOWE'S | 3640 VETERANS HWY | METAIRIE | 110,000 | 100.0 | | 100.0 | | 100.0 | |
| | SAV A CENTER | 3711 POWER BLVD | METAIRIE | 74,980 | 100.0 | | 100.0 | | 100.0 | |
| | BARNES AND NOBLES | 3721 VETERANS HWY | METAIRIE | 60,000 | 100.0 | | 100.0 | | 100.0 | |
| | SAM'S WHOLESALE CLUB | 3900 AIRLINE HWY | METAIRIE | 110,000 | 100.0 | | 100.0 | | 100.0 | |
| | COMEALX | 415 VETERANS HWY | METAIRIE | 48,000 | 100.0 | | 100.0 | | 100.0 | |
| | RITE AID | 4936 VETERANS HWY | METAIRIE | 14,000 | 100.0 | | 100.0 | | 100.0 | |
| | ROBERT FRESH MARKET | 5016 ESPLANADE AVE W | METAIRIE | 60,000 | 100.0 | | 100.0 | | 100.0 | |
| | ROOMS TO GO | 5800 VETERANS HWY | METAIRIE | 85,000 | 100.0 | | 100.0 | | 100.0 | |
| | BEST BUY | 6205 VETERANS HWY | METAIRIE | 30,000 | 100.0 | | 100.0 | | 100.0 | |
| | PEP BOYS | 6638 VETERANS HWY | METAIRIE | 22,500 | 100.0 | | 100.0 | | 100.0 | |
| | SAV-A-CENTER | 717 CLEARVIEW PKWY S | METAIRIE | 80,000 | 100.0 | | 100.0 | | 100.0 | |
| | WALMART | 8843 VETERANS HWY | METAIRIE | 85,000 | 100.0 | | 100.0 | | 100.0 | |
| | MICHAEL'S | 8851 VETERANS HWY | METAIRIE | 50,000 | 100.0 | | 100.0 | | 100.0 | |
| Kenner | | | | | | | | | | |
| A Retail | PAVILION SHOPPING CENTER | 1000 ESPLANADE AVE W | KENNER | 267420 | 76.0 | 19.5 | 74.0 | \$20.00 | 74.0 | \$20.00 |
| | KENNER PLAZA | 3400 WILLIAMS BLVD | KENNER | 210,848 | 90.0 | \$12.00 | 90.0 | NA | 90.0 | NA |
| | KENNER CENTER | 391 ESPLANADE AVE W | KENNER | 77,786 | 92.1 | \$12.00 | 100.0 | \$12.00 | 100.0 | \$12.00 |
| B Retail | WESTLAND SHOPPING CENTER | 2500 WILLIAMS BLVD | KENNER | 108,000 | 100.0 | NA | 100.0 | \$13.00 | 97.0 | \$13.00 |
| | CHATEAU VILLAGE SHOPPING CENTER | 3501 CHATEAU BLVD | KENNER | 107,000 | 84.0 | \$11.00 | 100.0 | NA | 100.0 | NA |
| C Retail | FORMER PAYLESS SHOES | 2505 WILLIAMS BLVD | KENNER | 8,205 | NA | NA | 19.0 | \$11.00 | 80.0 | \$13.00 |
| | WALMART NEIGHBORHOOD STORE & PETCO | 3500 WILLIAMS BLVD | KENNER | 85,000 | 100.0 | NA | 100.0 | NA | 100.0 | NA |
| | 3600 WILLIAMS BLVD | 3600 WILLIAMS BLVD | KENNER | 15,912 | 77.0 | \$12.00 | 100.0 | \$12.00 | 100.0 | \$12.00 |
| | KENNER MARKET PLACE | 4041 WILLIAMS BLVD | KENNER | 93,927 | 98.7 | \$15.00 | 95.5 | \$14.00 | 99.6 | \$15.00 |
| Mall | ESPLANADE MALL | 1401 W ESPLANADE AVE | KENNER | 910,000 | 38.0 | \$33.50 | 71.0 | NA | 92.0 | \$16.74 |
| Freestanding | CIRCUIT CITY | 2421 VETERANS HWY | KENNER | 40,000 | 100.0 | | 100.0 | | 100.0 | |
| | HOME DEPOT | 2625 VETERANS HWY | KENNER | 120,000 | 100.0 | | 100.0 | | 100.0 | |
| | SAM'S WHOLESALE CLUB | 455 31ST ST | KENNER | 106,000 | 100.0 | | 100.0 | | 100.0 | |
| | WALMART SUPERCENTER | 300 ESPLANADE AVE W | KENNER | 70,000 | 100.0 | | 100.0 | | 100.0 | |
| | WINN DIXIE #1406 | 4041 WILLIAMS BLVD | KENNER | 70,000 | 100.0 | | 100.0 | | 100.0 | |
| | WINN-DIXIE MARKETPLACE #1412 | 2104 WILLIAMS BLVD | KENNER | 60,000 | 100.0 | | 100.0 | | 100.0 | |
| Elmwood | | | | | | | | | | |
| A Retail | ELMWOOD VILLAGE CENTER | 1000 CLEARVIEW PKWY S | HARAHAN | 1,100,000 | 100.0 | \$17.00 | 100.0 | \$25.00 | 100.0 | \$25.00 |
| | ELMWOOD OAKS | 800 CLEARVIEW PKWY S | HARAHAN | 130,284 | 96.0 | \$11.50 | 99.0 | \$12.00 | 87.0 | \$14.00 |
| | HIGHLAND SQUARE | 9647 JEFFERSON HWY | RIVER RIDGE | 62,200 | 100.0 | \$14.75 | 100.0 | \$14.75 | 100.0 | \$16.00 |
| B Retail | UPSTREAM SHOPPING CENTER | 9301 JEFFERSON HWY | HARAHAN | 52,000 | 83.0 | NA | 89.0 | \$18.50 | 89.0 | \$18.50 |
| | JEFFERSON PLAZA | 2614 JEFFERSON HWY | JEFFERSON | 120,000 | 100.0 | \$4.07 | 100.0 | \$4.07 | NA | NA |
| C Retail | AZALEA GARDENS SHOPPING CENTER | 3701 JEFFERSON HWY | JEFFERSON | 45,032 | 100.0 | \$10.00 | 100.0 | \$10.00 | 100.0 | \$10.00 |
| | ELMWOOD PLAZA | 5602 JEFFERSON HWY | HARAHAN | 41,600 | 83.0 | \$10.00 | 97.0 | \$14.00 | 100.0 | \$14.00 |
| | COLONIAL SHOPPING CENTER | 7335 JEFFERSON HWY | HARAHAN | 44,735 | 100.0 | \$14.00 | 100.0 | \$14.00 | 100.0 | \$14.00 |
| | RIVER CENTER | 9401 JEFFERSON HWY | RIVER RIDGE | 4,600 | 100.0 | \$13.50 | 100.0 | \$14.00 | 100.0 | \$14.00 |
| Freestanding | CAMPO | 5015 BLOOMFIELD | JEFFERSON | 13,000 | 100.0 | | 100.0 | | 100.0 | |
| | COMPASS FURNITURE | 5025 BLOOMFIELD | JEFFERSON | 52,000 | 100.0 | | 100.0 | | 100.0 | |
| | WALMART SUPERCENTER | 5110 JEFFERSON HWY | HARAHAN | 230,000 | 100.0 | | 100.0 | | 100.0 | |
| | PEP BOYS | 835 CLEARVIEW PKWY S | HARAHAN | 20,000 | 100.0 | | 100.0 | | 100.0 | |
| | WINN DIXIE MARKETPLACE #1404 | 8601 JEFFERSON HWY | RIVER RIDGE | 63,000 | 100.0 | | 100.0 | | 100.0 | |
| | O'REILLY AUTO PARTS | 9319 JEFFERSON HWY | RIVER RIDGE | 25,000 | 100.0 | | 100.0 | | 100.0 | |

* Building torn down Fall 2007
Source: UNO Real Estate Market Data Center Survey & Analyst

Table 10
West End
Total Trade Area
Demographic Profile Estimates and Forecasts
1990 to 2020

| | 1990 | 2000 | 2006 | 2010 | 2015 | 2020 |
|----------------------------|----------|-----------------|---------------|---------------|-----------------|-----------------|
| Total Population | 39,688 | 39,320 | 28,765 | 32,195 | 34,945 | 37,490 |
| Total Households | 18,312 | 18,699 | 13,755 | 15,405 | 17,036 | 18,255 |
| Households by Income | | | | | | |
| under \$10,000 | 2,213 | 1,398 | 1,013 | 1,128 | 1,173 | 1,252 |
| \$10,000 to \$14,999 | 1,417 | 1,166 | 836 | 929 | 951 | 1,015 |
| \$15,000 to \$19,999 | 1,692 | 1,196 | 890 | 987 | 1,018 | 1,086 |
| \$20,000 to \$24,999 | 1,702 | 1,303 | 939 | 1,050 | 1,078 | 1,154 |
| \$25,000 to \$29,999 | 1,424 | 1,282 | 958 | 1,066 | 1,103 | 1,178 |
| \$30,000 to \$34,999 | 1,474 | 1,140 | 862 | 960 | 995 | 1,062 |
| \$35,000 to \$39,999 | 1,164 | 1,122 | 807 | 905 | 932 | 999 |
| \$40,000 to \$44,999 | 1,123 | 1,093 | 796 | 887 | 914 | 977 |
| \$45,000 to \$49,999 | 990 | 904 | 643 | 715 | 735 | 785 |
| \$50,000 to \$59,999 | 1,490 | 1,498 | 1,079 | 1,210 | 1,241 | 1,330 |
| \$60,000 to \$74,999 | 1,293 | 1,770 | 1,269 | 1,429 | 1,461 | 1,568 |
| \$75,000 to \$99,999 | 1,074 | 1,848 | 1,330 | 1,501 | 1,539 | 1,654 |
| \$100,000 to \$124,999 | 437 | 1,142 | 819 | 922 | 941 | 1,010 |
| \$125,000 to \$149,999 | 313 | 562 | 385 | 435 | 443 | 476 |
| \$150,000 or more | 507 | 1,275 | 902 | 1,027 | 1,049 | 1,131 |
| Aggregate Household Income | NA | \$1,222,627,700 | \$857,264,100 | \$977,983,250 | \$1,073,973,450 | \$1,170,282,350 |
| Per Capita Income | \$19,521 | \$28,835 | \$29,802 | \$30,377 | \$30,733 | \$31,216 |

Source: 1990 and 2000 Census; Geolytics Estimates Professional; Louisiana Recovery Authority; Department of Health and Hospitals; and Analyst

Table 11
West End
Primary Trade Area
Demographic Profile Estimates and Forecasts
1990 to 2020

| | 1990 | 2000 | 2006 | 2010 | 2015 | 2020 |
|----------------------------|--------|---------------|---------------|---------------|---------------|---------------|
| Total Population | 20,924 | 20,604 | 12,650 | 14,885 | 16,185 | 17,760 |
| Total Households | 9,561 | 9,698 | 6,045 | 7,125 | 8,060 | 8,815 |
| Households by Income | | | | | | |
| under \$10,000 | 1,002 | 646 | 384 | 452 | 458 | 501 |
| \$10,000 to \$14,999 | 628 | 479 | 295 | 348 | 356 | 389 |
| \$15,000 to \$19,999 | 866 | 501 | 301 | 354 | 361 | 395 |
| \$20,000 to \$24,999 | 775 | 652 | 398 | 469 | 479 | 523 |
| \$25,000 to \$29,999 | 679 | 586 | 356 | 420 | 430 | 470 |
| \$30,000 to \$34,999 | 750 | 523 | 321 | 378 | 385 | 421 |
| \$35,000 to \$39,999 | 606 | 592 | 362 | 426 | 435 | 475 |
| \$40,000 to \$44,999 | 641 | 502 | 303 | 357 | 366 | 400 |
| \$45,000 to \$49,999 | 436 | 393 | 238 | 280 | 288 | 315 |
| \$50,000 to \$59,999 | 920 | 804 | 489 | 577 | 589 | 645 |
| \$60,000 to \$74,999 | 644 | 1,016 | 632 | 745 | 759 | 830 |
| \$75,000 to \$99,999 | 659 | 1,118 | 697 | 822 | 840 | 919 |
| \$100,000 to \$124,999 | 336 | 667 | 406 | 479 | 486 | 532 |
| \$125,000 to \$149,999 | 185 | 335 | 202 | 238 | 241 | 264 |
| \$150,000 or more | 434 | 884 | 551 | 649 | 657 | 719 |
| | | 0 | | | | |
| Aggregate Household Income | NA | \$701,181,600 | \$440,852,500 | \$520,826,150 | \$568,579,050 | \$627,016,800 |
| Per Capita Income | 22,352 | \$34,191 | \$34,850 | \$34,990 | \$35,130 | \$35,305 |

Source: 1990 and 2000 Census; Geolytics Estimates Professional; Louisiana Recovery Authority; Department of Health and Hospitals; and Analyst

Table 13
West End
Primary Trade Area
Demographic Profile
1990 to 2000

| Item | 1990 | | | | | | 2000 | | | | | | | |
|----------------------------|------------------|----------|---------------|----------|----------|----------|------------------|--------------|---------------|--------------|--------------|---------------|---------------|---------------|
| | Jefferson Parish | | Census Tracts | | Total | 133.01 | Jefferson Parish | | Census Tracts | | Total | 133.01 | | |
| | 201.01 | 201.02 | 56.01 | 56.02 | | | 76.03 | 76.03 | 56.01 | 56.02 | | | | |
| Total Population | 2,962 | 3,641 | 3,022 | 3,152 | 4,618 | 3,529 | 20,924 | 2,799 | 3,365 | 2,949 | 3,137 | 4,724 | 3,630 | 20,604 |
| Total Households | 1,411 | 1,472 | 1,349 | 1,449 | 2,377 | 1,503 | 9,561 | 1,414 | 1,473 | 1,389 | 1,379 | 2,466 | 1,577 | 9,698 |
| Households by Income | | | | | | | | | | | | | | |
| under \$10,000 | 176 | 138 | 170 | 149 | 281 | 88 | 1,002 | 89 | 105 | 89 | 58 | 239 | 66 | 646 |
| \$10,000 to \$14,999 | 86 | 75 | 76 | 110 | 206 | 75 | 628 | 116 | 37 | 72 | 97 | 129 | 28 | 479 |
| \$15,000 to \$19,999 | 225 | 126 | 113 | 131 | 206 | 65 | 866 | 170 | 75 | 63 | 52 | 98 | 43 | 501 |
| \$20,000 to \$24,999 | 158 | 116 | 114 | 112 | 225 | 50 | 775 | 98 | 125 | 100 | 78 | 169 | 82 | 652 |
| \$25,000 to \$29,999 | 117 | 128 | 114 | 86 | 167 | 67 | 679 | 91 | 107 | 88 | 54 | 186 | 60 | 586 |
| \$30,000 to \$34,999 | 105 | 167 | 97 | 132 | 186 | 63 | 750 | 97 | 44 | 54 | 66 | 165 | 97 | 523 |
| \$35,000 to \$39,999 | 118 | 109 | 87 | 118 | 154 | 58 | 606 | 101 | 70 | 64 | 99 | 186 | 72 | 592 |
| \$40,000 to \$44,999 | 75 | 119 | 116 | 75 | 191 | 65 | 641 | 80 | 70 | 73 | 68 | 158 | 54 | 502 |
| \$45,000 to \$49,999 | 97 | 43 | 62 | 105 | 80 | 49 | 436 | 58 | 69 | 98 | 35 | 90 | 43 | 393 |
| \$50,000 to \$59,999 | 135 | 191 | 92 | 185 | 223 | 94 | 920 | 105 | 152 | 123 | 109 | 203 | 112 | 804 |
| \$60,000 to \$74,999 | 72 | 31 | 105 | 133 | 141 | 162 | 644 | 132 | 136 | 200 | 211 | 180 | 157 | 1,016 |
| \$75,000 to \$99,999 | 24 | 134 | 126 | 96 | 143 | 136 | 659 | 127 | 205 | 132 | 206 | 270 | 178 | 1,118 |
| \$100,000 to \$124,999 | 15 | 21 | 33 | 19 | 96 | 152 | 336 | 75 | 128 | 54 | 117 | 136 | 157 | 667 |
| \$125,000 to \$149,999 | 0 | 32 | 19 | 15 | 28 | 91 | 185 | 42 | 33 | 80 | 42 | 53 | 85 | 335 |
| \$150,000 or more | 8 | 42 | 25 | 21 | 50 | 288 | 434 | 33 | 118 | 99 | 87 | 204 | 343 | 884 |
| Aggregate Household Income | NA | NA | NA | NA | NA | NA | NA | \$69,582,300 | \$100,639,400 | \$88,955,700 | \$93,514,100 | \$172,395,500 | \$176,094,600 | \$701,181,600 |
| Per Capita Income | \$15,104 | \$18,320 | \$19,319 | \$18,943 | \$22,642 | \$39,788 | \$22,352 | \$24,590 | \$30,204 | \$30,632 | \$30,262 | \$36,537 | \$48,526 | \$34,191 |
| Housing Units | 1,507 | 1,510 | 1,426 | 1,496 | 2,647 | 1,590 | 10,176 | 1,495 | 1,524 | 1,431 | 1,503 | 2,755 | 1,676 | 10,384 |
| Occupied Housing | 1,429 | 1,459 | 1,363 | 1,429 | 2,342 | 1,510 | 9,532 | 1,414 | 1,477 | 1,343 | 1,435 | 2,472 | 1,566 | 9,707 |
| Owner Occupied | 762 | 1,110 | 901 | 1,023 | 1,320 | 1,275 | 6,391 | 773 | 1,141 | 944 | 1,034 | 1,498 | 1,340 | 6,730 |
| Percent Owner Occupied | 50.6% | 73.5% | 63.2% | 68.4% | 49.9% | 80.2% | 62.8% | 51.7% | 74.9% | 66.0% | 68.8% | 54.4% | 80.0% | 64.8% |

Source: 1990 and 2000 Census

Table 14
West End
Secondary Trade Area
Demographic Profile
1990 to 2000

| Item | 1990 | | | | | | | 2000 | | | | | | | | |
|----------------------------|------------------|----------|----------|----------------|----------|----------|----------|------------------|----------|--------------|----------------|--------------|--------------|--------------|--------------|---------------|
| | Jefferson Parish | | | Orleans Parish | | | Total | Jefferson Parish | | | Orleans Parish | | | Total | | |
| | 202.01 | 202.02 | 221.01 | 222.00 | 223.01 | 223.03 | | 56.03 | 56.04 | 221.01 | 222.00 | 223.01 | 223.03 | | 56.03 | 56.04 |
| Total Population | 1,881 | 2,853 | 1,441 | 2,703 | 3,222 | 2,941 | 1,743 | 1,980 | 18,764 | 2,207 | 3,247 | 2,868 | 2,852 | 1,817 | 1,878 | 18,716 |
| Total Households | 902 | 1,518 | 594 | 1,123 | 1,313 | 1,599 | 833 | 869 | 8,751 | 1,098 | 1,576 | 1,310 | 1,606 | 841 | 858 | 9,001 |
| Households by Income | | | | | | | | | | | | | | | | |
| under \$10,000 | 79 | 304 | 62 | 148 | 131 | 237 | 110 | 140 | 1,211 | 82 | 259 | 56 | 252 | 20 | 18 | 752 |
| \$10,000 to \$14,999 | 84 | 100 | 69 | 108 | 94 | 217 | 789 | 63 | 54 | 30 | 231 | 58 | 135 | 69 | 60 | 687 |
| \$15,000 to \$19,999 | 45 | 295 | 11 | 109 | 66 | 184 | 65 | 51 | 826 | 95 | 130 | 60 | 149 | 49 | 77 | 695 |
| \$20,000 to \$24,999 | 123 | 192 | 40 | 89 | 151 | 166 | 82 | 85 | 927 | 82 | 119 | 104 | 132 | 74 | 24 | 651 |
| \$25,000 to \$29,999 | 58 | 141 | 29 | 91 | 130 | 193 | 37 | 66 | 745 | 128 | 171 | 95 | 96 | 45 | 45 | 696 |
| \$30,000 to \$34,999 | 58 | 129 | 23 | 111 | 121 | 99 | 108 | 75 | 724 | 99 | 134 | 72 | 145 | 61 | 58 | 617 |
| \$35,000 to \$39,999 | 84 | 42 | 50 | 82 | 98 | 98 | 49 | 55 | 558 | 68 | 96 | 57 | 73 | 37 | 59 | 530 |
| \$40,000 to \$44,999 | 41 | 96 | 46 | 78 | 56 | 73 | 49 | 43 | 482 | 58 | 86 | 68 | 118 | 48 | 55 | 591 |
| \$45,000 to \$49,999 | 40 | 81 | 10 | 79 | 83 | 142 | 63 | 56 | 554 | 41 | 113 | 38 | 84 | 39 | 51 | 511 |
| \$50,000 to \$59,999 | 74 | 85 | 61 | 69 | 90 | 90 | 73 | 64 | 570 | 73 | 90 | 111 | 110 | 62 | 50 | 694 |
| \$60,000 to \$74,999 | 83 | 46 | 67 | 79 | 168 | 64 | 79 | 63 | 649 | 61 | 63 | 132 | 103 | 94 | 81 | 754 |
| \$75,000 to \$99,999 | 49 | 0 | 77 | 50 | 80 | 18 | 48 | 93 | 415 | 92 | 40 | 164 | 58 | 110 | 110 | 730 |
| \$100,000 to \$124,999 | 25 | 0 | 4 | 18 | 15 | 13 | 11 | 15 | 101 | 55 | 28 | 66 | 74 | 47 | 65 | 475 |
| \$125,000 to \$149,999 | 42 | 7 | 30 | 6 | 23 | 0 | 15 | 5 | 128 | 33 | 6 | 37 | 20 | 37 | 38 | 227 |
| \$150,000 or more | 17 | 0 | 15 | 6 | 7 | 5 | 18 | 5 | 73 | 90 | 10 | 88 | 29 | 17 | 79 | 391 |
| Aggregate Household Income | NA | NA | NA | NA | NA | NA | NA | NA | NA | \$66,963,900 | \$55,255,000 | \$83,528,400 | \$61,245,700 | \$46,032,200 | \$57,314,800 | \$470,747,600 |
| Per Capita Income | \$21,489 | \$13,495 | \$20,788 | \$14,605 | \$16,433 | \$15,513 | \$19,788 | \$17,079 | \$17,398 | \$30,711 | \$17,281 | \$29,282 | \$21,538 | \$25,205 | \$30,494 | \$25,275 |
| Housing Units | 1,062 | 1,949 | 612 | 1,185 | 1,364 | 1,813 | 931 | 888 | 9,804 | 1,207 | 1,752 | 1,378 | 1,753 | 954 | 861 | 9,636 |
| Occupied Housing | 900 | 1,521 | 598 | 1,138 | 1,322 | 1,624 | 863 | 826 | 8,792 | 1,077 | 1,587 | 1,307 | 1,602 | 875 | 820 | 8,942 |
| Owner Occupied | 327 | 181 | 552 | 905 | 962 | 203 | 482 | 617 | 4,229 | 405 | 218 | 1,010 | 276 | 528 | 653 | 4,488 |
| Percent Owner Occupied | 30.8% | 9.3% | 90.2% | 76.4% | 70.5% | 11.2% | 51.8% | 69.5% | 43.1% | 33.6% | 12.4% | 73.3% | 15.7% | 55.3% | 75.8% | 46.6% |

Source: 1990 and 2000 Census

Table 15
Estimates and Forecast of Retail Sales Potential
West End Primary Trade Area
2006 to 2020

| Store Type | 2006 | 2010 | 2015 | 2020 |
|---------------------------------------|---------------|---------------|---------------|---------------|
| Grocery Stores | \$22,420,424 | \$26,487,642 | \$28,916,210 | \$31,888,177 |
| Specialty Foods | \$872,275 | \$1,030,512 | \$1,124,996 | \$1,240,622 |
| Beer, Wine, Liquor | \$510,515 | \$603,125 | \$658,424 | \$726,096 |
| Camera, Photographic Supply | \$158,431 | \$187,171 | \$204,332 | \$225,333 |
| Pharmacies & Drug Stores | \$9,257,785 | \$10,937,210 | \$11,940,008 | \$13,167,185 |
| Cosmetics, Beauty Supply, Perfume | \$363,866 | \$429,874 | \$469,287 | \$517,520 |
| Clothing All | \$6,379,452 | \$7,536,728 | \$8,227,746 | \$9,073,382 |
| Men's Clothing | \$752,881 | \$889,458 | \$971,010 | \$1,070,809 |
| Women's Clothing | \$2,375,617 | \$2,806,570 | \$3,063,895 | \$3,378,798 |
| Children & Infants Clothing | \$213,504 | \$252,235 | \$275,362 | \$303,663 |
| Family Clothing | \$2,260,357 | \$2,670,402 | \$2,915,242 | \$3,214,867 |
| Clothing Accessories | \$147,347 | \$174,077 | \$190,037 | \$209,569 |
| Shoe Stores All | \$1,631,439 | \$1,927,393 | \$2,104,110 | \$2,320,367 |
| Men's Shoes | \$56,206 | \$66,402 | \$72,490 | \$79,940 |
| Women's Shoes | \$162,831 | \$192,369 | \$210,007 | \$231,591 |
| Children's Shoes | \$90,142 | \$106,494 | \$116,258 | \$128,207 |
| Family Shoes | \$633,584 | \$748,521 | \$817,151 | \$901,136 |
| Athletic Footware | \$646,541 | \$763,828 | \$833,861 | \$919,564 |
| Jewelry | \$1,494,819 | \$1,765,989 | \$1,927,907 | \$2,126,055 |
| Luggage & Leather Goods | \$89,712 | \$105,986 | \$115,704 | \$127,596 |
| General Line Sporting Goods | \$477,969 | \$564,676 | \$616,449 | \$679,807 |
| Specially Line Sporting Goods | \$382,124 | \$451,444 | \$492,835 | \$543,488 |
| Hobby, Toy & Game Stores | \$829,243 | \$979,674 | \$1,069,497 | \$1,179,418 |
| Bookstores | \$769,451 | \$909,035 | \$992,382 | \$1,094,377 |
| Tape, CD & Record Stores | \$519,772 | \$614,063 | \$670,364 | \$739,263 |
| Florists | \$319,657 | \$377,645 | \$412,270 | \$454,643 |
| Gift, Novelty, Souvenirs | \$1,260,093 | \$1,488,683 | \$1,625,175 | \$1,792,208 |
| Used Merchandise (including antiques) | \$1,027,168 | \$1,213,504 | \$1,324,766 | \$1,460,924 |
| Art Dealers | \$433,004 | \$511,554 | \$558,457 | \$615,854 |
| Food Service & Drinking Places Total | \$22,145,835 | \$26,163,240 | \$28,562,065 | \$31,497,633 |
| Full Service | \$9,872,552 | \$11,663,500 | \$12,732,889 | \$14,041,557 |
| Limited Service | \$7,728,741 | \$9,130,788 | \$9,967,961 | \$10,992,454 |
| Cafeterias | \$387,567 | \$457,875 | \$499,856 | \$551,230 |
| Snack & Non-alcoholic Beverage Bars | \$667,710 | \$788,837 | \$861,163 | \$949,672 |
| Special Food Services | \$2,793,685 | \$3,300,479 | \$3,603,089 | \$3,973,410 |
| Drinking Places - Alcoholic | \$1,750,856 | \$2,068,473 | \$2,258,125 | \$2,490,212 |
| Total Retail Sales | \$151,669,176 | \$179,182,998 | \$195,611,720 | \$215,716,416 |
| Total Retail Sales & Restaurant | \$173,815,010 | \$205,346,238 | \$224,173,784 | \$247,214,049 |

Source: U.S. Department of Commerce Economic Censuses, 1997 and 2002 and Bureau of Economic Analysis, Regional Economic Profiles, 1997 and 2002; ULI Dollars & Cents of Shopping Centers

Table 16
Estimates and Forecast of Retail Sales Potential
West End Secondary Trade Area
2006 to 2020

| Store Type | 2006 | 2010 | 2015 | 2020 |
|---------------------------------------|---------------|---------------|---------------|---------------|
| Grocery Stores | \$21,177,434 | \$23,249,626 | \$25,702,829 | \$27,628,842 |
| Specialty Foods | \$823,916 | \$904,536 | \$999,979 | \$1,074,911 |
| Beer, Wine, Liquor | \$482,212 | \$529,396 | \$585,255 | \$629,111 |
| Camera, Photographic Supply | \$149,647 | \$164,290 | \$181,625 | \$195,235 |
| Pharmacies & Drug Stores | \$8,744,532 | \$9,600,177 | \$10,613,147 | \$11,408,431 |
| Cosmetics, Beauty Supply, Perfume | \$343,693 | \$377,323 | \$417,137 | \$448,394 |
| Clothing All | \$6,025,774 | \$6,615,391 | \$7,313,419 | \$7,861,442 |
| Men's Clothing | \$711,141 | \$780,725 | \$863,104 | \$927,780 |
| Women's Clothing | \$2,243,912 | \$2,463,477 | \$2,723,413 | \$2,927,489 |
| Children & Infants Clothing | \$201,667 | \$221,400 | \$244,761 | \$263,102 |
| Family Clothing | \$2,135,043 | \$2,343,955 | \$2,591,279 | \$2,785,454 |
| Clothing Accessories | \$139,178 | \$152,797 | \$168,919 | \$181,577 |
| Shoe Stores All | \$1,540,992 | \$1,691,777 | \$1,870,286 | \$2,010,434 |
| Men's Shoes | \$53,090 | \$58,284 | \$64,434 | \$69,263 |
| Women's Shoes | \$153,803 | \$168,853 | \$186,669 | \$200,657 |
| Children's Shoes | \$85,144 | \$93,476 | \$103,339 | \$111,082 |
| Family Shoes | \$598,458 | \$657,017 | \$726,343 | \$780,770 |
| Athletic Footwear | \$610,697 | \$670,453 | \$741,197 | \$796,737 |
| Jewelry | \$1,411,946 | \$1,550,104 | \$1,713,664 | \$1,842,076 |
| Luggage & Leather Goods | \$84,738 | \$93,030 | \$102,846 | \$110,553 |
| General Line Sporting Goods | \$451,470 | \$495,646 | \$547,945 | \$589,005 |
| Specially Line Sporting Goods | \$360,939 | \$396,256 | \$438,068 | \$470,894 |
| Hobby, Toy & Game Stores | \$783,270 | \$859,912 | \$950,647 | \$1,021,882 |
| Bookstores | \$726,793 | \$797,909 | \$882,101 | \$948,200 |
| Tape, CD & Record Stores | \$490,956 | \$538,996 | \$595,868 | \$640,519 |
| Florists | \$301,935 | \$331,480 | \$366,456 | \$393,916 |
| Gift, Novelty, Souvenirs | \$1,190,233 | \$1,306,697 | \$1,444,574 | \$1,552,821 |
| Used Merchandise (including antiques) | \$970,222 | \$1,065,157 | \$1,177,548 | \$1,265,787 |
| Art Dealers | \$408,998 | \$449,018 | \$496,397 | \$533,594 |
| Food Service & Drinking Places Total | \$20,918,068 | \$22,964,882 | \$25,388,040 | \$27,290,463 |
| Full Service | \$9,325,216 | \$10,237,681 | \$11,317,918 | \$12,166,013 |
| Limited Service | \$7,300,259 | \$8,014,583 | \$8,860,248 | \$9,524,181 |
| Cafeterias | \$366,080 | \$401,901 | \$444,308 | \$477,602 |
| Snack & Non-alcoholic Beverage Bars | \$630,692 | \$692,404 | \$765,464 | \$822,823 |
| Special Food Services | \$2,638,803 | \$2,897,008 | \$3,202,688 | \$3,442,678 |
| Drinking Places - Alcoholic | \$1,653,789 | \$1,815,610 | \$2,007,186 | \$2,157,592 |
| Total Retail Sales | \$143,260,624 | \$157,278,547 | \$173,873,919 | \$186,902,962 |
| Total Retail Sales & Restaurant | \$164,178,691 | \$180,243,428 | \$199,261,959 | \$214,193,425 |

Source: U.S. Department of Commerce Economic Censuses, 1997 and 2002 and Bureau of Economic Analysis, Regional Economic Profiles, 1997 and 2002; ULI Dollars & Cents of Shopping Centers

Table 17
Estimates and Forecast of Retail Sales Potential
West End Total Trade Area
2006 to 2020

| Store Type | 2006 | 2010 | 2015 | 2020 |
|---------------------------------------|---------------|---------------|---------------|---------------|
| Grocery Stores | \$43,597,857 | \$49,737,268 | \$54,619,039 | \$59,517,018 |
| Specialty Foods | \$1,696,192 | \$1,935,048 | \$2,124,975 | \$2,315,533 |
| Beer, Wine, Liquor | \$992,726 | \$1,132,521 | \$1,243,679 | \$1,355,207 |
| Camera, Photographic Supply | \$308,078 | \$351,461 | \$385,958 | \$420,568 |
| Pharmacies & Drug Stores | \$18,002,317 | \$20,537,387 | \$22,553,155 | \$24,575,616 |
| Cosmetics, Beauty Supply, Perfume | \$707,559 | \$807,197 | \$886,424 | \$965,914 |
| Clothing All | \$12,405,226 | \$14,152,118 | \$15,541,165 | \$16,934,824 |
| Men's Clothing | \$1,464,022 | \$1,670,184 | \$1,834,114 | \$1,998,589 |
| Women's Clothing | \$4,619,529 | \$5,270,047 | \$5,787,308 | \$6,306,287 |
| Children & Infants Clothing | \$415,171 | \$473,635 | \$520,123 | \$566,765 |
| Family Clothing | \$4,395,400 | \$5,014,357 | \$5,506,521 | \$6,000,320 |
| Clothing Accessories | \$286,525 | \$326,873 | \$358,956 | \$391,146 |
| Shoe Stores All | \$3,172,431 | \$3,619,170 | \$3,974,396 | \$4,330,801 |
| Men's Shoes | \$109,295 | \$124,686 | \$136,924 | \$149,203 |
| Women's Shoes | \$316,634 | \$361,222 | \$396,676 | \$432,248 |
| Children's Shoes | \$175,286 | \$199,970 | \$219,597 | \$239,290 |
| Family Shoes | \$1,232,043 | \$1,405,538 | \$1,543,493 | \$1,681,907 |
| Athletic Footware | \$1,257,238 | \$1,434,281 | \$1,575,058 | \$1,716,302 |
| Jewelry | \$2,906,765 | \$3,316,093 | \$3,641,572 | \$3,968,131 |
| Luggage & Leather Goods | \$174,450 | \$199,016 | \$218,550 | \$238,149 |
| General Line Sporting Goods | \$929,440 | \$1,060,322 | \$1,164,394 | \$1,268,812 |
| Specially Line Sporting Goods | \$743,063 | \$847,700 | \$930,903 | \$1,014,382 |
| Hobby, Toy & Game Stores | \$1,612,513 | \$1,839,586 | \$2,020,144 | \$2,201,301 |
| Bookstores | \$1,496,244 | \$1,706,944 | \$1,874,482 | \$2,042,577 |
| Tape, CD & Record Stores | \$1,010,729 | \$1,153,058 | \$1,266,232 | \$1,379,782 |
| Florists | \$621,593 | \$709,125 | \$778,726 | \$848,559 |
| Gift, Novelty, Souvenirs | \$2,450,326 | \$2,795,379 | \$3,069,749 | \$3,345,030 |
| Used Merchandise (including antiques) | \$1,997,390 | \$2,278,661 | \$2,502,314 | \$2,726,710 |
| Art Dealers | \$842,002 | \$960,572 | \$1,054,854 | \$1,149,448 |
| Food Service & Drinking Places Total | \$43,063,902 | \$49,128,122 | \$53,950,104 | \$58,788,096 |
| Full Service | \$19,197,768 | \$21,901,180 | \$24,050,807 | \$26,207,570 |
| Limited Service | \$15,029,001 | \$17,145,371 | \$18,828,209 | \$20,516,635 |
| Cafeterias | \$753,648 | \$859,776 | \$944,164 | \$1,028,832 |
| Snack & Non-alcoholic Beverage Bars | \$1,298,402 | \$1,481,241 | \$1,626,627 | \$1,772,495 |
| Special Food Services | \$5,432,488 | \$6,197,487 | \$6,805,777 | \$7,416,087 |
| Drinking Places - Alcoholic | \$3,404,645 | \$3,884,084 | \$4,265,311 | \$4,647,804 |
| Total Retail Sales | \$294,929,799 | \$336,461,545 | \$369,485,639 | \$402,619,378 |
| Total Retail Sales & Restaurant | \$337,993,701 | \$385,589,666 | \$423,435,743 | \$461,407,474 |

Source: U.S. Department of Commerce Economic Censuses, 1997 and 2002 and Bureau of Economic Analysis, Regional Economic Profiles, 1997 and 2002; ULI Dollars & Cents of Shopping Centers

Table 18
Selected Categories of Retail Expenditures
As a Percentage of Personal Income and Per Capita
New Orleans MSA
1997 and 2002

| Store Type | 1997 (000) | % Total AHI | 2002 (000) | % Total AHI |
|---------------------------------------|---------------|----------------|---------------|----------------|
| Grocery Stores | \$1,824,087 | 5.81% | \$1,673,108 | 4.36% |
| Specialty Foods | \$66,917 | 0.21% | \$70,044 | 0.18% |
| Beer, Wine, Liquor | \$32,774 | 0.10% | \$48,807 | 0.13% |
| Camera, Photographic Supply | \$11,202 | 0.04% | \$13,886 | 0.04% |
| Pharmacies & Drug Stores | \$600,203 | 1.91% | \$877,898 | 2.29% |
| Cosmetics, Beauty Supply, Perfume | \$22,206 | 0.07% | \$36,197 | 0.09% |
| Clothing All | \$434,922 | 1.39% | \$578,877 | 1.51% |
| Men's Clothing | \$60,715 | 0.19% | \$56,841 | 0.15% |
| Women's Clothing | \$165,438 | 0.53% | \$211,312 | 0.55% |
| Children & Infants Clothing | \$12,400 | 0.04% | \$22,009 | 0.06% |
| Family Clothing | \$138,215 | 0.44% | \$224,528 | 0.59% |
| Clothing Accessories | \$10,566 | 0.03% | \$12,734 | 0.03% |
| Shoe Stores All | \$118,132 | 0.38% | \$139,593 | 0.36% |
| Men's Shoes | \$4,416 | 0.01% | \$4,386 | 0.01% |
| Women's Shoes | \$10,056 | 0.03% | \$16,053 | 0.04% |
| Children's Shoes | \$5,494 | 0.02% | \$8,976 | 0.02% |
| Family Shoes | \$49,063 | 0.16% | \$50,318 | 0.13% |
| Athletic Footwear | \$43,103 | 0.14% | \$59,860 | 0.16% |
| Jewelry | \$109,581 | 0.35% | \$126,263 | 0.33% |
| Luggage & Leather Goods | \$4,960 | 0.02% | \$9,554 | 0.02% |
| General Line Sporting Goods | \$40,652 | 0.13% | \$33,510 | 0.09% |
| Specially Line Sporting Goods | \$26,913 | 0.09% | \$33,621 | 0.09% |
| Hobby, Toy & Game Stores | \$63,698 | 0.20% | \$66,488 | 0.17% |
| Bookstores | \$58,575 | 0.19% | \$62,342 | 0.16% |
| Tape, CD & Record Stores | \$42,420 | 0.14% | \$38,626 | 0.10% |
| Florists | \$26,375 | 0.08% | \$23,404 | 0.06% |
| Gift, Novelty, Souvenirs | \$94,177 | 0.30% | \$104,232 | 0.27% |
| Used Merchandise (including antiques) | \$82,339 | 0.26% | \$78,155 | 0.20% |
| Art Dealers | \$31,679 | 0.10% | \$36,652 | 0.10% |
| Food Service & Drinking Places Total | \$1,527,424 | 4.87% | \$1,987,989 | 5.18% |
| Full Service | \$683,345 | 2.18% | \$883,277 | 2.30% |
| Limited Service | \$546,377 | 1.74% | \$677,514 | 1.77% |
| Cafeterias | \$29,149 | 0.09% | \$31,835 | 0.08% |
| Snack & Non-alcoholic Beverage Bars | \$44,007 | 0.14% | \$62,440 | 0.16% |
| Special Food Services | \$187,824 | 0.60% | \$256,725 | 0.67% |
| Drinking Places - Alcoholic | \$109,878 | 0.35% | \$170,473 | 0.44% |
| Total Retail Sales | \$11,032,896 | 35.15% | \$12,915,637 | 33.66% |
| Total Retail Sales & Restaurant | \$12,560,320 | 40.02% | \$14,903,626 | 38.84% |

| | | | |
|-------|------------------------------|-----------------------------------|--|
| Note: | Total Personal Income | Total Estimated Population | |
| | 1997 \$31,388,344,000 | 1997 1,356,194 | |
| | 2002 \$38,373,657,000 | 2002 1,355,267 | |

Source: U.S. Department of Commerce Economic Censuses, 1997 and 2002 and Bureau of Economic Analysis, Regional Economic Profiles, 1997 and 2002

Table 19
Estimated Supportable Square Footage of Retail Space
West End Primary Trade Area
2006 to 2020

| Store Type | 2006 | 2010 | 2015 | 2020 |
|---------------------------------------|---------|---------|---------|---------|
| Grocery Stores | 64,058 | 75,679 | 82,618 | 82,618 |
| Specialty Foods | 3,489 | 850 | 4,500 | 4,500 |
| Beer, Wine, Liquor | 2,553 | 622 | 3,292 | 3,292 |
| Camera, Photographic Supply | 396 | 97 | 511 | 511 |
| Pharmacies & Drug Stores | 35,607 | 8,677 | 45,923 | 45,923 |
| Cosmetics, Beauty Supply, Perfume | 1,455 | 355 | 1,877 | 1,877 |
| Clothing All | 22,760 | 5,546 | 29,354 | 29,354 |
| Men's Clothing | 1,882 | 459 | 2,428 | 2,428 |
| Women's Clothing | 7,919 | 1,930 | 10,213 | 10,213 |
| Children & Infants Clothing | 1,068 | 260 | 1,377 | 1,377 |
| Family Clothing | 11,302 | 2,754 | 14,576 | 14,576 |
| Clothing Accessories | 589 | 144 | 760 | 760 |
| Shoe Stores All | 5,765 | 1,405 | 7,436 | 7,436 |
| Men's Shoes | 194 | 47 | 250 | 250 |
| Women's Shoes | 582 | 142 | 750 | 750 |
| Children's Shoes | 300 | 73 | 388 | 388 |
| Family Shoes | 2,534 | 618 | 3,269 | 3,269 |
| Athletic Footwear | 2,155 | 525 | 2,780 | 2,780 |
| Jewelry | 2,300 | 560 | 2,966 | 2,966 |
| Luggage & Leather Goods | 256 | 62 | 331 | 331 |
| General Line Sporting Goods | 1,912 | 466 | 2,466 | 2,466 |
| Specialty Line Sporting Goods | 1,274 | 310 | 1,643 | 1,643 |
| Hobby, Toy & Game Stores | 3,015 | 735 | 3,889 | 3,889 |
| Bookstores | 3,420 | 833 | 4,411 | 4,411 |
| Tape, CD & Record Stores | 2,079 | 507 | 2,681 | 2,681 |
| Florists | 1,598 | 389 | 2,061 | 2,061 |
| Gift, Novelty, Souvenirs | 5,600 | 1,365 | 7,223 | 7,223 |
| Used Merchandise (including antiques) | 5,136 | 1,251 | 6,624 | 6,624 |
| Art Dealers | 1,968 | 480 | 2,538 | 2,538 |
| Food Service & Drinking Places Total | 103,153 | 25,136 | 133,040 | 133,040 |
| Full Service | 39,490 | 9,623 | 50,932 | 50,932 |
| Limited Service | 33,603 | 8,188 | 43,339 | 43,339 |
| Cafeterias | 2,040 | 497 | 2,631 | 2,631 |
| Snack & Non-alcoholic Beverage Bars | 4,047 | 986 | 5,219 | 5,219 |
| Special Food Services | 13,968 | 3,404 | 18,015 | 18,015 |
| Drinking Places - Alcoholic | 10,005 | 2,438 | 12,904 | 12,904 |
| Total Retail | 164,642 | 100,189 | 212,343 | 212,343 |
| Total Retail & Restaurant | 267,795 | 125,325 | 345,383 | 345,383 |

Source: U.S. Department of Commerce Economic Censuses, 1997 and 2002 and Bureau of Economic Analysis, Regional Economic Profiles, 1997 and 2002; ULI Dollars & Cents of Shopping Centers

Table 20
Estimated Supportable Square Footage of Retail Space
West End Secondary Trade Area
2006 to 2020

| Store Type | 2006 | 2010 | 2015 | 2020 |
|---------------------------------------|---------|---------|---------|---------|
| Grocery Stores | 60,507 | 66,428 | 73,437 | 78,940 |
| Specialty Foods | 2,354 | 2,584 | 2,857 | 3,071 |
| Beer, Wine, Liquor | 1,378 | 1,513 | 1,672 | 1,797 |
| Camera, Photographic Supply | 428 | 469 | 519 | 558 |
| Pharmacies & Drug Stores | 24,984 | 27,429 | 30,323 | 32,596 |
| Cosmetics, Beauty Supply, Perfume | 982 | 1,078 | 1,192 | 1,281 |
| Clothing All | 15,517 | 17,035 | 18,833 | 20,244 |
| Men's Clothing | 2,032 | 2,231 | 2,466 | 2,651 |
| Women's Clothing | 6,411 | 7,039 | 7,781 | 8,364 |
| Children & Infants Clothing | 576 | 633 | 699 | 752 |
| Family Clothing | 6,100 | 6,697 | 7,404 | 7,958 |
| Clothing Accessories | 398 | 437 | 483 | 519 |
| Shoe Stores All | 4,289 | 4,709 | 5,206 | 5,596 |
| Men's Shoes | 152 | 167 | 184 | 198 |
| Women's Shoes | 439 | 482 | 533 | 573 |
| Children's Shoes | 243 | 267 | 295 | 317 |
| Family Shoes | 1,710 | 1,877 | 2,075 | 2,231 |
| Athletic Footware | 1,745 | 1,916 | 2,118 | 2,276 |
| Jewelry | 4,034 | 4,429 | 4,896 | 5,263 |
| Luggage & Leather Goods | 242 | 266 | 294 | 316 |
| General Line Sporting Goods | 1,290 | 1,416 | 1,566 | 1,683 |
| Specialty Line Sporting Goods | 1,031 | 1,132 | 1,252 | 1,345 |
| Hobby, Toy & Game Stores | 2,238 | 2,457 | 2,716 | 2,920 |
| Bookstores | 2,077 | 2,280 | 2,520 | 2,709 |
| Tape, CD & Record Stores | 1,403 | 1,540 | 1,702 | 1,830 |
| Florists | 863 | 947 | 1,047 | 1,125 |
| Gift, Novelty, Souvenirs | 3,401 | 3,733 | 4,127 | 4,437 |
| Used Merchandise (including antiques) | 2,772 | 3,043 | 3,364 | 3,617 |
| Art Dealers | 1,169 | 1,283 | 1,418 | 1,525 |
| Food Service & Drinking Places Total | 62,614 | 274,584 | 274,584 | 274,584 |
| Full Service | 26,643 | 29,251 | 32,337 | 34,760 |
| Limited Service | 20,858 | 22,899 | 25,315 | 27,212 |
| Cafeterias | 1,046 | 1,148 | 1,269 | 1,365 |
| Snack & Non-alcoholic Beverage Bars | 1,802 | 1,978 | 2,187 | 2,351 |
| Special Food Services | 7,539 | 8,277 | 9,151 | 9,836 |
| Drinking Places - Alcoholic | 4,725 | 5,187 | 5,735 | 6,165 |
| Total Retail | 130,957 | 143,771 | 158,942 | 170,852 |
| Total Retail & Restaurant | 193,571 | 418,356 | 433,526 | 445,436 |

Source: U.S. Department of Commerce Economic Censuses, 1997 and 2002 and Bureau of Economic Analysis, Regional Economic Profiles, 1997 and 2002; ULI Dollars & Cents of Shopping Centers

Table 21
Estimated Supportable Square Footage of Retail Space
West End Total Trade Area
2006 to 2020

| Store Type | 2006 | 2010 | 2015 | 2020 |
|---------------------------------------|---------|---------|---------|---------|
| Grocery Stores | 124,565 | 142,106 | 156,054 | 161,557 |
| Specialty Foods | 5,843 | 3,435 | 7,357 | 7,571 |
| Beer, Wine, Liquor | 3,930 | 2,135 | 4,964 | 5,090 |
| Camera, Photographic Supply | 824 | 566 | 1,030 | 1,069 |
| Pharmacies & Drug Stores | 60,591 | 36,106 | 76,246 | 78,519 |
| Cosmetics, Beauty Supply, Perfume | 2,437 | 1,433 | 3,069 | 3,158 |
| Clothing All | 38,277 | 22,581 | 48,186 | 49,598 |
| Men's Clothing | 3,914 | 2,689 | 4,894 | 5,078 |
| Women's Clothing | 14,330 | 8,968 | 17,994 | 18,577 |
| Children & Infants Clothing | 1,644 | 893 | 2,076 | 2,129 |
| Family Clothing | 17,402 | 9,451 | 21,980 | 22,535 |
| Clothing Accessories | 987 | 580 | 1,243 | 1,279 |
| Shoe Stores All | 10,054 | 6,114 | 12,641 | 13,031 |
| Men's Shoes | 345 | 214 | 434 | 448 |
| Women's Shoes | 1,021 | 624 | 1,283 | 1,323 |
| Children's Shoes | 544 | 340 | 683 | 705 |
| Family Shoes | 4,244 | 2,495 | 5,344 | 5,499 |
| Athletic Footware | 3,900 | 2,441 | 4,897 | 5,056 |
| Jewelry | 6,334 | 4,989 | 7,862 | 8,229 |
| Luggage & Leather Goods | 498 | 328 | 624 | 646 |
| General Line Sporting Goods | 3,202 | 1,882 | 4,031 | 4,149 |
| Specialty Line Sporting Goods | 2,305 | 1,443 | 2,894 | 2,988 |
| Hobby, Toy & Game Stores | 5,253 | 3,192 | 6,605 | 6,809 |
| Bookstores | 5,496 | 3,113 | 6,931 | 7,120 |
| Tape, CD & Record Stores | 3,482 | 2,047 | 4,384 | 4,512 |
| Florists | 2,461 | 1,337 | 3,108 | 3,187 |
| Gift, Novelty, Souvenirs | 9,001 | 5,098 | 11,350 | 11,660 |
| Used Merchandise (including antiques) | 7,908 | 4,295 | 9,988 | 10,240 |
| Art Dealers | 3,137 | 1,763 | 3,957 | 4,063 |
| Food Service & Drinking Places Total | 165,767 | 93,876 | 209,033 | 214,728 |
| Full Service | 66,134 | 38,873 | 83,268 | 85,692 |
| Limited Service | 54,461 | 31,087 | 68,654 | 70,551 |
| Cafeterias | 3,086 | 1,645 | 3,900 | 3,995 |
| Snack & Non-alcoholic Beverage Bars | 5,849 | 2,964 | 7,406 | 7,570 |
| Special Food Services | 21,508 | 11,681 | 27,166 | 27,852 |
| Drinking Places - Alcoholic | 14,730 | 7,625 | 18,638 | 19,068 |
| Total Retail | 295,599 | 243,960 | 371,285 | 383,195 |
| Total Retail & Restaurant | 461,367 | 337,837 | 580,318 | 597,923 |

Source: U.S. Department of Commerce Economic Censuses, 1997 and 2002 and Bureau of Economic Analysis, Regional Economic Profiles, 1997 and 2002; ULI Dollars & Cents of Shopping Centers

Table 22
Sales Productivity Per Square Foot (PSF)
Selected Categories of Retail and Business
Establishment

| Store Type | Sales PSF |
|---------------------------------------|-----------|
| Grocery Stores | \$350 |
| Specialty Foods | \$250 |
| Beer, Wine, Liquor | \$200 |
| Camera, Photographic Supply | \$400 |
| Pharmacies & Drug Stores | \$260 |
| Cosmetics, Beauty Supply, Perfume | \$250 |
| Clothing All | |
| Men's Clothing | \$400 |
| Women's Clothing | \$300 |
| Children & Infants Clothing | \$200 |
| Family Clothing | \$200 |
| Clothing Accessories | \$250 |
| Shoe Stores All | |
| Men's Shoes | \$290 |
| Women's Shoes | \$280 |
| Children's Shoes | \$300 |
| Family Shoes | \$250 |
| Athletic Footware | \$300 |
| Jewelry | \$650 |
| Luggage & Leather Goods | \$350 |
| General Line Sporting Goods | \$250 |
| Specialty Line Sporting Goods | \$300 |
| Hobby, Toy & Game Stores | \$275 |
| Bookstores | \$225 |
| Tape, CD & Record Stores | \$250 |
| Florists | \$200 |
| Gift, Novelty, Souvenirs | \$225 |
| Used Merchandise (including antiques) | \$200 |
| Art Dealers | \$220 |
| Food Service & Drinking Places Total | |
| Full Service | \$250 |
| Limited Service | \$230 |
| Cafeterias | \$190 |
| Snack & Non-alcoholic Beverage Bars | \$165 |
| Special Food Services | \$200 |
| Drinking Places - Alcoholic | \$175 |

Source: Urban Land Institute, Dollars & Cents of Shopping Centers

Table 23
East Jefferson
Summary of Office Properties
Post Katrina and Fall 2006

| Office | | | | | |
|------------------------|-----------------------------|------------------------------|----------------------|------------------------------|----------------------|
| Area/Type | Rentable Sq. Ft. | Post Katrina | | Fall 2006 | |
| | | Occupancy Percent | Ave. Rent | Occupancy Percent | Ave. Rent |
| Metairie | | | | | |
| A Office | 2,000,577 | 92.0 | \$21.80 | 92.1 | \$22.90 |
| B Office | 1,763,011 | 93.3 | \$17.29 | 86.8 | \$18.04 |
| C Office | 937,163 | 89.0 | \$14.81 | 94.0 | \$15.60 |
| Metairie Office | 4,700,751 | 90.9 | \$16.52 | 91.0 | \$17.29 |
| Kenner | | | | | |
| A Office | | | | | |
| B Office | 181,386 | 69.5 | \$18.13 | 84.5 | \$18.63 |
| C Office | 110,470 | 100.0 | \$14.38 | 94.0 | \$14.42 |
| Kenner Office | 291,856 | 84.8 | \$16.25 | 90.2 | \$16.10 |
| Elmwood | | | | | |
| A Office | | | | | |
| B Office | 709,933 | 99.4 | \$16.75 | 94.5 | \$16.42 |
| C Office | 85,000 | 100.0 | NA | 100.0 | NA |
| Elmwood Office | 794,933 | 99.5 | \$16.75 | 95.3 | \$16.42 |
| All Office | 5,787,540 | 91.4 | \$16.52 | 91.4 | \$17.11 |

Source: UNO Real Estate Market Data Center Survey & Analyst

Table 23A
East Jefferson
Summary of Office Properties
Post Katrina, Fall 2006 and Fall 2007

| Office | | | | | | | |
|------------------------|-----------------------------|------------------------------|----------------------|------------------------------|----------------------|------------------------------|----------------------|
| Area/Type | Rentable Sq. Ft. | Post Katrina | | Fall 2006 | | Fall 2007 | |
| | | Occupancy Percent | Ave. Rent | Occupancy Percent | Ave. Rent | Occupancy Percent | Ave. Rent |
| Metairie | | | | | | | |
| A Office | 2,000,577 | 92.0 | \$21.80 | 92.1 | \$22.90 | 91.5 | \$23.10 |
| B Office | 1,763,011 | 93.3 | \$17.29 | 86.8 | \$18.04 | 88.7 | \$18.17 |
| C Office | 937,163 | 89.0 | \$14.81 | 94.0 | \$15.60 | 95.1 | \$15.87 |
| Metairie Office | 4,700,751 | 90.9 | \$16.52 | 91.0 | \$17.29 | 91.2 | \$19.05 |
| Kenner | | | | | | | |
| A Office | | | | | | | |
| B Office | 181,386 | 69.5 | \$18.13 | 84.5 | \$18.63 | 96.0 | \$20.44 |
| C Office | 110,470 | 100.0 | \$14.38 | 94.0 | \$14.42 | 98.7 | \$14.08 |
| Kenner Office | 291,856 | 84.8 | \$16.25 | 90.2 | \$16.10 | 96.9 | \$17.26 |
| Elmwood | | | | | | | |
| A Office | | | | | | | |
| B Office | 709,933 | 99.4 | \$16.75 | 94.5 | \$16.42 | 95.3 | \$16.86 |
| C Office | 85,000 | 100.0 | NA | 100.0 | NA | 100.0 | NA |
| Elmwood Office | 794,933 | 99.5 | \$16.75 | 95.3 | \$16.42 | 95.9 | \$16.86 |
| All Office | 5,787,540 | 91.4 | \$16.52 | 91.4 | \$17.11 | 95.0 | \$18.10 |

Source: UNO Real Estate Market Data Center Survey & Analyst

Table 24
East Jefferson
Office Properties
Post Katrina and Fall 2006

| Area/Type | Property Name | Address | City | Rentable Sq. Ft. | Post Katrina | | Fall 2006 | |
|-----------------|---------------------------------|------------------------|-----------|---------------------|----------------------|--------------|----------------------|--------------|
| | | | | | Occupancy Percent | Ave. Rent | Occupancy Percent | Ave. Rent |
| Metairie | | | | | | | | |
| A Office | GALLERIA | 1 GALLERIA BLVD | METAIRIE | 470,871 | 92.0 | \$22.00 | 94.0 | \$22.00 |
| | HERITAGE PLAZA | 111 VETERANS BLVD | METAIRIE | 336,878 | 84.0 | \$21.00 | 82.3 | \$21.50 |
| | THREE LAKEWAY | 3838 CAUSEWAY BLVD N | METAIRIE | 462,890 | 96.0 | \$23.00 | 98.0 | \$24.00 |
| | TWO LAKEWAY | 3850 CAUSEWAY BLVD N | METAIRIE | 440,826 | 92.0 | \$21.00 | 89.0 | \$23.50 |
| | ONE LAKEWAY | 3900 CAUSEWAY BLVD N | METAIRIE | 289,112 | 96.0 | \$22.00 | 97.0 | \$23.50 |
| B Office | STEWART BUILDING | 110 VETERANS BLVD | METAIRIE | 128,000 | 100.0 | \$19.00 | 99.0 | \$19.50 |
| | HIBERNIA NATIONAL BANK BUILDING | 2201 VETERANS BLVD | METAIRIE | 26,061 | 100.0 | \$16.00 | 98.0 | \$16.75 |
| | METAIRIE CENTRE | 2424 EDENBORN AVE | METAIRIE | 85,000 | 100.0 | \$17.50 | 100.0 | \$17.50 |
| | SEVERN PLACE | 2450 SEVERN AVE | METAIRIE | 85,386 | 70.0 | \$18.00 | | \$18.00 |
| | LATTER CENTER WEST | 2800 VETERANS BLVD | METAIRIE | 94,445 | 100.0 | \$19.00 | 90.0 | \$21.25 |
| | 3131 I-10 SERVICE RD BUILDING | 3131 I-10 SERVICE RD N | METAIRIE | 57,600 | 83.0 | \$9.88 | 50.0 | \$16.50 |
| | 3200 RIDGELAKE AVE | 3200 RIDGELAKE AVE | METAIRIE | 32,000 | 100.0 | \$15.50 | 100.0 | \$16.75 |
| | CAUSEWAY WEST LLC | 3229 36TH ST | METAIRIE | 39,999 | NA | NA | 15.0 | NA |
| | CAUSEWAY PLAZA ANNEX | 3230 W. ESPLANADE AVE | METAIRIE | 9,507 | 100.0 | \$18.25 | 100.0 | \$18.50 |
| | CAUSEWAY PLAZA II | 3300 W. ESPLANADE AVE | METAIRIE | 108,718 | 97.0 | \$18.50 | 99.0 | \$18.75 |
| | CAUSEWAY PLAZA III | 3330 W. ESPLANADE AVE | METAIRIE | 108,718 | 90.0 | \$18.00 | 100.0 | \$18.75 |
| | 3421 NORTH CAUSEWAY HIGHRISE | 3421 CAUSEWAY BLVD N | METAIRIE | 125,349 | 74.8 | \$18.50 | 96.0 | \$18.50 |
| | 3445 N. CAUSEWAY BLVD | 3445 CAUSEWAY BLVD N | METAIRIE | 125,000 | 92.0 | \$18.00 | 98.0 | \$18.25 |
| | EXECUTIVE TOWER | 3500 CAUSEWAY BLVD N | METAIRIE | 187,141 | 99.0 | \$17.00 | 93.0 | \$17.88 |
| | 3501 NORTH CAUSEWAY BLVD | 3501 CAUSEWAY BLVD N | METAIRIE | 112,702 | NA | NA | 77.0 | \$20.25 |
| | CAUSEWAY PLAZA I | 3510 CAUSEWAY BLVD N | METAIRIE | 108,718 | 99.0 | \$18.75 | 94.0 | \$18.75 |
| | AM SOUTH BUILDING | 3525 CAUSEWAY BLVD N | METAIRIE | 122,000 | NA | NA | 63.0 | \$16.00 |
| | INTERSTATE II | 3636 I-10 SERVICE RD S | METAIRIE | 60,000 | 100.0 | \$17.00 | 98.0 | \$17.00 |
| | 3929 VETERANS BLVD | 3929 VETERANS BLVD | METAIRIE | 12,500 | 75.0 | \$16.75 | 72.0 | \$15.75 |
| | VOA BUILDING | 3939 CAUSEWAY BLVD N | METAIRIE | 44,000 | 100.0 | \$18.25 | 98.0 | \$18.25 |
| | RIVERSIDE II | 6620 RIVERSIDE DR | METAIRIE | 58,468 | 100.0 | NA | 100.0 | \$18.00 |
| | RIVERSIDE I | 6660 RIVERSIDE DR | METAIRIE | 31,699 | NA | NA | 86.0 | \$18.00 |
| C Office | FAIRWAYS OFFICE BUILDING | 131 AIRLINE HWY | METAIRIE | 18,590 | 91.5 | \$18.00 | 92.0 | \$18.50 |
| | 1912 CLEARVIEW PKWY | 1912 CLEARVIEW PKWY | METAIRIE | 17,500 | NA | NA | 100.0 | NA |
| | WAGNER & TRUAX BUILDING | 2121 CAUSEWAY BLVD N | METAIRIE | 31,597 | 98.0 | \$13.75 | 98.0 | \$15.00 |
| | 2325 SEVERN | 2325 SEVERN AVE | METAIRIE | 15,000 | 47.0 | \$11.75 | 78.0 | \$11.75 |
| | 2540 SEVERN AVE | 2540 SEVERN AVE | METAIRIE | 56,000 | 100.0 | \$16.75 | 95.0 | \$17.25 |
| | 2626 NORTH ARNOULT | 2626 N. ARNOULT RD | METAIRIE | 25,420 | 100.0 | \$16.50 | 95.0 | \$16.50 |
| | LIBBY BUILDING | 2700 LAKE VILLA DR | METAIRIE | 16,760 | 52.0 | \$14.75 | 86.8 | \$16.50 |
| | NY II OFFICE BUILDING | 2750 LAKE VILLA DR | METAIRIE | 30,114 | 100.0 | \$13.25 | 94.0 | \$16.75 |
| | COMMERCE COURT | 2901 RIDGELAKE AVE | METAIRIE | 58,000 | 70.0 | \$11.00 | 86.0 | NA |
| | 3000 WEST ESPLANADE AVE | 3000 W. ESPLANADE AVE | METAIRIE | 19,349 | 87.0 | \$16.50 | 85.0 | \$16.00 |
| | DIVISION PLACE | 3001 DIVISION ST | METAIRIE | 27,052 | NA | \$17.00 | 100.0 | \$16.50 |
| | 3101 W NAPOLEON | 3101 W. NAPOLEON AVE | METAIRIE | 37,000 | NA | NA | 100.0 | \$13.00 |
| | 3200 CLEARY AVE | 3200 CLEARY AVE | METAIRIE | 19,800 | 100.0 | NA | 100.0 | NA |
| | REMINGTON COLLEGE | 3200 CLEARY AVE | METAIRIE | 22,000 | 100.0 | \$14.00 | 100.0 | \$14.00 |
| | BANK OF LOUISIANA | 3340 SEVERN AVE | METAIRIE | 44,000 | 100.0 | \$17.13 | 65.0 | \$17.25 |
| | RIDGELAKE OFFICE SUITES | 3350 RIDGELAKE DR. | METAIRIE | 36,000 | 100.0 | \$16.00 | 100.0 | \$16.50 |
| | CRUTCHER-TUFTS BUILDING | 3545 I-10 SERVICE RD N | METAIRIE | 29,002 | 90.0 | \$16.25 | 100.0 | \$16.75 |
| | GRAY BUILDING | 3601 I-10 SERVICE RD N | METAIRIE | 20,550 | 100.0 | \$10.00 | 100.0 | \$10.00 |
| | INTERSTATE I | 3616 I-10 SERVICE RD S | METAIRIE | 40,000 | 100.0 | \$17.00 | 100.0 | \$17.00 |
| | MEDICAL PLAZA I | 3901 HOUMA BLVD | METAIRIE | 32,244 | 65.0 | NA | 89.0 | \$18.25 |
| | MEDICAL PLAZA II | 3901 HOUMA BLVD | METAIRIE | 18,796 | 100.0 | NA | 100.0 | \$18.25 |
| | FAVROT & SHANE BUILDING | 3925 I-10 SERVICE RD N | METAIRIE | 44,992 | 81.0 | \$16.75 | 100.0 | \$16.75 |
| | 4141 VETERANS BLVD | 4141 VETERANS BLVD | METAIRIE | 32,000 | 85.0 | \$15.00 | 95.0 | \$15.50 |
| | 4200 SOUTH I-10 SERVICE RD | 4200 I-10 SERVICE RD S | METAIRIE | 32,362 | 100.0 | \$12.50 | 95.0 | \$13.00 |
| | INTERSTATE BUILDING | 4300 I-10 SERVICE RD S | METAIRIE | 24,498 | 68.0 | \$16.50 | 83.0 | \$16.50 |
| | METAIRIE OFFICE TOWER BUILDING | 433 METAIRIE RD | METAIRIE | 91,391 | 100.0 | \$17.50 | 100.0 | \$18.50 |
| | CONLIN BUILDING | 4420 CONLIN ST | METAIRIE | 23,777 | 100.0 | \$13.00 | 100.0 | \$12.75 |
| | 4621 WEST NAPOLEON BUILDING | 4621 W. NAPOLEON AVE | METAIRIE | 41,969 | NA | NA | 100.0 | \$16.50 |
| | METAIRIE BANK BUILDING | 7809 AIRLINE HWY | METAIRIE | 31,400 | 90.0 | \$9.75 | 90.0 | \$10.40 |
| Kenner | | | | | | | | |
| B Office | 2200 VETERANS BLVD | 2200 VETERANS BLVD | KENNER | 44,874 | 39.0 | \$16.50 | 69.0 | \$16.50 |
| | XEROX CENTRE | 2400 VETERANS BLVD | KENNER | 136,512 | 100.0 | \$19.75 | 100.0 | \$20.75 |
| C Office | AIRPORT COMMERCE CENTER | 1919 VETERANS BLVD | KENNER | 35,350 | 100.0 | \$15.00 | 100.0 | \$15.00 |
| | CONCOURSE PLACE | 1940 I-10 SERVICE RD N | KENNER | 32,000 | NA | NA | 82.0 | \$14.00 |
| | OMNI BANK | 285 W. ESPLANADE AVE | KENNER | 43,120 | 100.0 | \$13.75 | 100.0 | \$14.25 |
| Elmwood | | | | | | | | |
| B Office | ELMWOOD TOWER I | 1201 ELMWOOD PARK BLVD | HARAHAN | 195,197 | 100.0 | \$19.00 | NA | NA |
| | ELMWOOD OAKS | 201 EVANS RD | HARAHAN | 77,760 | NA | NA | 90.0 | \$13.50 |
| | ELMWOOD PARK BUILDING 2 | 800 COMMERCE RD E | HARAHAN | 97,000 | 100.0 | \$14.50 | NA | NA |
| | ELMWOOD PARK BUILDING 3 | 800 COMMERCE RD W | JEFFERSON | 91,628 | 98.2 | \$18.75 | 99.0 | \$18.00 |
| | LA CREDIT UNION BUILDING | 824 ELMWOOD PARK BLVD | HARAHAN | 40,888 | 99.0 | \$14.50 | 95.0 | \$14.50 |
| | ELMWOOD PARK BUILDING 4 | 850 CLEARVIEW PKWY S | HARAHAN | 58,646 | 100.0 | \$17.00 | 100.0 | \$17.00 |
| | 880 WEST COMMERCE RD | 880 COMMERCE RD W | HARAHAN | 93,185 | NA | NA | 86.0 | \$17.50 |
| | 990 NORTH CORPORATE DR | 990 CORPORATE DR N | HARAHAN | 55,629 | NA | NA | 97.0 | \$18.00 |
| C Office | STEWART SERVICES CENTER | 1333 CLEARVIEW PKWY S | JEFFERSON | 85,000 | 100.0 | NA | 100.0 | NA |

Source: UNO Real Estate Market Data Center Survey & Analyst

Table 24A
East Jefferson
Office Properties
Post Katrina, Fall 2006 and Fall 2007

| Area/Type | Property Name | Address | City | Rentable Sq. Ft. | Post Katrina | | Fall 2006 | | Fall 2007 | |
|-----------------|----------------------------------|--------------------------|-----------|------------------|-------------------|-----------|-------------------|-----------|-------------------|-----------|
| | | | | | Occupancy Percent | Ave. Rent | Occupancy Percent | Ave. Rent | Occupancy Percent | Ave. Rent |
| Metairie | | | | | | | | | | |
| A Office | GALLERIA | 1 GALLERIA BLVD | METAIRIE | 470,871 | 92.0 | \$22.00 | 94.0 | \$22.00 | 88.0 | \$22.25 |
| | HERITAGE PLAZA | 111 VETERANS BLVD | METAIRIE | 336,878 | 84.0 | \$21.00 | 82.3 | \$21.50 | 85.0 | \$21.50 |
| | THREE LAKEWAY | 3838 CAUSEWAY BLVD N | METAIRIE | 462,890 | 96.0 | \$23.00 | 98.0 | \$24.00 | 98.0 | \$24.00 |
| | TWO LAKEWAY | 3850 CAUSEWAY BLVD N | METAIRIE | 440,826 | 92.0 | \$21.00 | 89.0 | \$23.50 | 91.0 | \$23.88 |
| | ONE LAKEWAY | 3900 CAUSEWAY BLVD N | METAIRIE | 289,112 | 96.0 | \$22.00 | 97.0 | \$23.50 | 96.0 | \$23.88 |
| B Office | 110 VETERANS BUILDING | 110 VETERANS BLVD | METAIRIE | 128,000 | 100.0 | \$19.00 | 99.0 | \$19.50 | 90.0 | \$19.50 |
| | HIBERNIA NATIONAL BANK BUILDING | 2201 VETERANS BLVD | METAIRIE | 26,061 | 100.0 | \$16.00 | 98.0 | \$16.75 | 98.0 | \$18.50 |
| | METAIRIE CENTRE | 2424 EDENBORN AVE | METAIRIE | 85,000 | 100.0 | \$17.50 | 100.0 | \$17.50 | 83.0 | \$19.13 |
| | SEVERN PLACE | 2450 SEVERN AVE | METAIRIE | 85,386 | 70.0 | \$18.00 | 84.0 | \$18.00 | 95.0 | \$18.75 |
| | LATTER CENTER WEST | 2800 VETERANS BLVD | METAIRIE | 94,445 | 100.0 | \$19.00 | 90.0 | \$21.25 | 90.0 | \$21.88 |
| | 3131 I-10 SERVICE RD BUILDING | 3131 I-10 SERVICE RD N | METAIRIE | 57,600 | 83.0 | \$9.88 | 50.0 | \$16.50 | 50.0 | \$16.50 |
| | 3200 RIDGELAKE AVE | 3200 RIDGELAKE AVE | METAIRIE | 32,000 | 100.0 | \$15.50 | 100.0 | \$16.75 | 100.0 | \$17.50 |
| | CAUSEWAY WEST LLC | 3229 36TH ST | METAIRIE | 39,999 | NA | NA | 15.0 | NA | 30.0 | \$19.75 |
| | CAUSEWAY PLAZA ANNEX | 3230 W. ESPLANADE AVE | METAIRIE | 9,507 | 100.0 | \$18.25 | 100.0 | \$18.50 | 100.0 | \$18.50 |
| | CAUSEWAY PLAZA II | 3300 W. ESPLANADE AVE | METAIRIE | 108,718 | 97.0 | \$18.50 | 99.0 | \$18.75 | 100.0 | \$19.25 |
| | CAUSEWAY PLAZA III | 3330 W. ESPLANADE AVE | METAIRIE | 108,718 | 90.0 | \$18.00 | 100.0 | \$18.75 | 100.0 | \$18.75 |
| | 3421 NORTH CAUSEWAY HIGHRISE | 3421 CAUSEWAY BLVD N | METAIRIE | 125,349 | 74.8 | \$18.50 | 96.0 | \$18.50 | 96.0 | \$18.50 |
| | 3445 N. CAUSEWAY BLVD | 3445 CAUSEWAY BLVD N | METAIRIE | 125,000 | 92.0 | \$18.00 | 98.0 | \$18.25 | 98.0 | \$18.50 |
| | EXECUTIVE TOWER | 3500 CAUSEWAY BLVD N | METAIRIE | 187,141 | 99.0 | \$17.00 | 93.0 | \$17.88 | 98.0 | \$18.00 |
| | 3501 NORTH CAUSEWAY BLVD | 3501 CAUSEWAY BLVD N | METAIRIE | 112,702 | NA | NA | 77.0 | \$20.25 | 74.0 | \$20.25 |
| | CAUSEWAY PLAZA I | 3510 CAUSEWAY BLVD N | METAIRIE | 108,718 | 99.0 | \$18.75 | 94.0 | \$18.75 | 99.0 | \$19.25 |
| | 3525 NORTH CAUSEWAY BUILDING | 3525 CAUSEWAY BLVD N | METAIRIE | 122,000 | NA | NA | 63.0 | \$16.00 | 75.0 | \$16.00 |
| | INTERSTATE II | 3636 I-10 SERVICE RD S | METAIRIE | 60,000 | 100.0 | \$17.00 | 98.0 | \$17.00 | 98.0 | \$17.00 |
| | 3929 VETERANS BLVD | 3929 VETERANS BLVD | METAIRIE | 12,500 | 75.0 | \$16.75 | 72.0 | \$15.75 | 72.0 | \$16.50 |
| | VOA BUILDING | 3939 CAUSEWAY BLVD N | METAIRIE | 44,000 | 100.0 | \$18.25 | 98.0 | \$18.25 | 100.0 | \$18.75 |
| | RIVERSIDE II | 6620 RIVERSIDE DR | METAIRIE | 58,468 | 100.0 | NA | 100.0 | \$18.00 | 100.0 | \$17.50 |
| | RIVERSIDE I | 6660 RIVERSIDE DR | METAIRIE | 31,699 | NA | NA | 86.0 | \$18.00 | 87.0 | \$17.50 |
| | ENTERPRISE LEASING/FORD BUILDING | 3529 I-10 SERVICE RD N | METAIRIE | 18,096 | NA | NA | NA | NA | 100.0 | \$16.50 |
| | 3321 HESSMER BUILDING | 3321 HESSMER | METAIRIE | 20,000 | NA | NA | NA | NA | 0.0 | \$16.50 |
| | 3330 LAKE VILLAGE | 3330 LAKE VILLAGE | METAIRIE | 5,914 | NA | NA | NA | NA | 72.0 | \$15.00 |
| C Office | FAIRWAYS OFFICE BUILDING | 131 AIRLINE HWY | METAIRIE | 18,590 | 91.5 | \$18.00 | 92.0 | \$18.50 | 92.0 | \$19.50 |
| | CLEARVIEW OFFICE PARK | 1908-2000 CLEARVIEW PKWY | METAIRIE | 20,000 | NA | NA | 100.0 | NA | 100.0 | NA |
| | WAGNER & TRUAX BUILDING | 2121 CAUSEWAY BLVD N | METAIRIE | 31,597 | 98.0 | \$13.75 | 98.0 | \$15.00 | 96.0 | \$14.75 |
| | 2325 SEVERN | 2325 SEVERN AVE | METAIRIE | 15,000 | 47.0 | \$11.75 | 78.0 | \$11.75 | 82.0 | \$12.50 |
| | 2540 SEVERN AVE | 2540 SEVERN AVE | METAIRIE | 56,000 | 100.0 | \$16.75 | 95.0 | \$17.25 | 95.0 | \$17.25 |
| | 2626 NORTH ARNOULT | 2626 N. ARNOULT RD | METAIRIE | 25,420 | 100.0 | \$16.50 | 95.0 | \$16.50 | 95.0 | \$16.50 |
| | LIBBY BUILDING | 2700 LAKE VILLA DR | METAIRIE | 16,760 | 52.0 | \$14.75 | 86.8 | \$16.50 | 86.8 | \$16.50 |
| | NY II OFFICE BUILDING | 2750 LAKE VILLA DR | METAIRIE | 30,114 | 100.0 | \$13.25 | 94.0 | \$16.75 | 84.0 | \$16.75 |
| | COMMERCE COURT | 2901 RIDGELAKE AVE | METAIRIE | 58,000 | 70.0 | \$11.00 | 86.0 | NA | 95.0 | \$13.50 |
| | 3000 WEST ESPLANADE AVE | 3000 W. ESPLANADE AVE | METAIRIE | 19,349 | 87.0 | \$16.50 | 85.0 | \$16.00 | 92.0 | \$17.00 |
| | DIVISION PLACE | 3001 DIVISION ST | METAIRIE | 27,052 | NA | \$17.00 | 100.0 | \$16.50 | 100.0 | \$16.50 |
| | 3101 W NAPOLEON | 3101 W. NAPOLEON AVE | METAIRIE | 37,000 | NA | NA | 100.0 | \$13.00 | 100.0 | \$14.00 |
| | 3200 CLEARAY AVE | 3200 CLEARAY AVE | METAIRIE | 19,800 | 100.0 | NA | 100.0 | NA | 100.0 | NA |
| | REMINGTON COLLEGE | 3200 CLEARAY AVE | METAIRIE | 22,000 | 100.0 | \$14.00 | 100.0 | \$14.00 | 100.0 | \$14.00 |
| | BANK OF LOUISIANA | 3340 SEVERN AVE | METAIRIE | 44,000 | 100.0 | \$17.13 | 65.0 | \$17.25 | 81.0 | \$17.25 |
| | RIDGELAKE OFFICE SUITES | 3350 RIDGELAKE DR. | METAIRIE | 36,000 | 100.0 | \$16.00 | 100.0 | \$16.50 | 100.0 | \$16.50 |
| | CRUTCHER-TUFTS BUILDING | 3545 I-10 SERVICE RD N | METAIRIE | 29,002 | 90.0 | \$16.25 | 100.0 | \$16.75 | 100.0 | \$16.75 |
| | GRAY BUILDING | 3601 I-10 SERVICE RD N | METAIRIE | 20,550 | 100.0 | \$10.00 | 100.0 | \$10.00 | 100.0 | \$10.00 |
| | INTERSTATE I | 3616 I-10 SERVICE RD S | METAIRIE | 40,000 | 100.0 | \$17.00 | 100.0 | \$17.00 | 98.0 | \$17.00 |
| | MEDICAL PLAZA I | 3901 HOUMA BLVD | METAIRIE | 32,244 | 65.0 | NA | 89.0 | \$18.25 | 90.0 | \$18.50 |
| | MEDICAL PLAZA II | 3901 HOUMA BLVD | METAIRIE | 18,796 | 100.0 | NA | 100.0 | \$18.25 | 100.0 | \$18.25 |
| | FAVROT & SHANE BUILDING | 3925 I-10 SERVICE RD N | METAIRIE | 44,992 | 81.0 | \$16.75 | 100.0 | \$16.75 | 97.0 | \$17.30 |
| | 4141 VETERANS BLVD | 4141 VETERANS BLVD | METAIRIE | 32,000 | 85.0 | \$15.00 | 95.0 | \$15.50 | 82.0 | \$17.50 |
| | 4200 SOUTH I-10 SERVICE RD | 4200 I-10 SERVICE RD S | METAIRIE | 32,362 | 100.0 | \$12.50 | 95.0 | \$13.00 | 100.0 | \$13.00 |
| | INTERSTATE BUILDING | 4300 I-10 SERVICE RD S | METAIRIE | 24,498 | 68.0 | \$16.50 | 83.0 | \$16.50 | 91.0 | \$16.55 |
| | METAIRIE OFFICE TOWER BUILDING | 433 METAIRIE RD | METAIRIE | 91,391 | 100.0 | \$17.50 | 100.0 | \$18.50 | 100.0 | \$20.00 |
| | CONLIN BUILDING | 4420 CONLIN ST | METAIRIE | 23,777 | 100.0 | \$13.00 | 100.0 | \$12.75 | 100.0 | \$12.79 |
| | 4621 WEST NAPOLEON BUILDING | 4621 W. NAPOLEON AVE | METAIRIE | 41,969 | NA | NA | 100.0 | \$16.50 | 100.0 | \$17.00 |
| | METAIRIE BANK BUILDING | 7809 AIRLINE HWY | METAIRIE | 31,400 | 90.0 | \$9.75 | 90.0 | \$10.40 | 90.0 | \$11.00 |
| Kenner | | | | | | | | | | |
| B Office | 2200 VETERANS BLVD | 2200 VETERANS BLVD | KENNER | 44,874 | 39.0 | \$16.50 | 69.0 | \$16.50 | 87.0 | \$20.88 |
| | XEROX CENTRE | 2400 VETERANS BLVD | KENNER | 136,512 | 100.0 | \$19.75 | 100.0 | \$20.75 | 99.0 | \$20.00 |
| C Office | AIRPORT COMMERCE CENTER | 1919 VETERANS BLVD | KENNER | 35,350 | 100.0 | \$15.00 | 100.0 | \$15.00 | 100.0 | \$16.00 |
| | CONCOURSE PLACE | 1940 I-10 SERVICE RD N | KENNER | 32,000 | NA | NA | 82.0 | \$14.00 | NA | NA |
| | OMNI BANK | 285 W. ESPLANADE AVE | KENNER | 43,120 | 100.0 | \$13.75 | 100.0 | \$14.25 | 100.0 | \$14.50 |
| Elmwood | | | | | | | | | | |
| B Office | ELMWOOD TOWER I | 1201 ELMWOOD PARK BLVD | HARAHAN | 195,197 | 100.0 | \$19.00 | NA | NA | NA | NA |
| | ELMWOOD OAKS | 201 EVANS RD | HARAHAN | 77,760 | NA | NA | 90.0 | \$13.50 | 90.0 | \$13.50 |
| | ELMWOOD PARK BUILDING 1 | 900 COMMERCE RD E | HARAHAN | 56,720 | NA | NA | NA | NA | 92.0 | \$17.00 |
| | ELMWOOD PARK BUILDING 2 | 800 COMMERCE RD E | HARAHAN | 97,000 | 100.0 | \$14.50 | NA | NA | 100.0 | NA |
| | ELMWOOD PARK BUILDING 3 | 800 COMMERCE RD W | JEFFERSON | 91,628 | 98.2 | \$18.75 | 99.0 | \$18.00 | 100.0 | \$18.50 |
| | LA CREDIT UNION BUILDING | 824 ELMWOOD PARK BLVD | HARAHAN | 40,888 | 99.0 | \$14.50 | 95.0 | \$14.50 | 91.0 | \$15.50 |
| | ELMWOOD PARK BUILDING 4 | 850 CLEARVIEW PKWY S | HARAHAN | 58,646 | 100.0 | \$17.00 | 100.0 | \$17.00 | 100.0 | \$17.00 |
| | 880 WEST COMMERCE RD | 880 COMMERCE RD W | HARAHAN | 93,185 | NA | NA | 86.0 | \$17.50 | 90.0 | \$18.50 |
| | 990 NORTH CORPORATE DR | 990 CORPORATE DR N | HARAHAN | 55,629 | NA | NA | 97.0 | \$18.00 | 97.0 | \$18.00 |
| C Office | STEWART SERVICES CENTER | 1333 CLEARVIEW PKWY S | JEFFERSON | 85,000 | 100.0 | NA | 100.0 | NA | 100.0 | NA |

Source: UNO Real Estate Market Data Center Survey & Analyst

Table 25
 Occupancy, Average Daily Rate and Revenue Per Available Room Trends
 New Orleans Hotels
 1987 to 2007 (September)

| Occupancy (%) | January | February | March | April | May | June | July | August | September | October | November | December | Total Year | Sep YTD |
|---------------|---------|----------|-------|-------|------|------|------|--------|-----------|---------|----------|----------|------------|---------|
| 1987 | 52.2 | 66.9 | 82.2 | 72.7 | 67.1 | 46.3 | 53.6 | 63.4 | 63.4 | 75.9 | 73.8 | 48.3 | 63.1 | 62.4 |
| 1988 | 55.5 | 74.3 | 73.9 | 75.8 | 73.2 | 63.5 | 65.8 | 68.8 | 60.2 | 82.9 | 73.6 | 46.7 | 67.8 | 67.8 |
| 1989 | 59.0 | 70.1 | 74.6 | 80.9 | 74.8 | 59.9 | 57.7 | 61.5 | 71.5 | 84.0 | 73.6 | 52.9 | 68.3 | 67.7 |
| 1990 | 59.0 | 75.2 | 86.0 | 82.1 | 81.6 | 67.8 | 58.4 | 67.1 | 68.1 | 82.5 | 74.5 | 52.0 | 70.9 | 71.2 |
| 1991 | 61.3 | 71.8 | 75.2 | 82.7 | 81.6 | 70.0 | 61.2 | 69.3 | 70.0 | 79.0 | 72.2 | 52.4 | 70.0 | 70.7 |
| 1992 | 62.5 | 71.3 | 83.8 | 70.9 | 77.5 | 73.0 | 66.7 | 69.7 | 70.5 | 85.8 | 79.8 | 52.2 | 72.0 | 71.8 |
| 1993 | 61.2 | 71.9 | 81.4 | 81.5 | 79.9 | 68.6 | 59.8 | 59.8 | 70.4 | 85.1 | 78.4 | 52.9 | 70.4 | 70.4 |
| 1994 | 68.8 | 77.5 | 86.5 | 85.4 | 79.2 | 71.6 | 74.8 | 64.8 | 72.0 | 84.7 | 72.6 | 53.1 | 74.2 | 75.6 |
| 1995 | 68.9 | 81.5 | 86.5 | 73.4 | 79.3 | 70.1 | 74.4 | 60.6 | 76.4 | 84.9 | 72.1 | 55.0 | 73.4 | 73.4 |
| 1996 | 54.8 | 68.3 | 84.7 | 76.1 | 77.1 | 70.7 | 70.5 | 75.5 | 69.5 | 80.7 | 77.1 | 53.1 | 71.6 | 72.0 |
| 1997 | 71.5 | 74.8 | 75.0 | 79.7 | 74.3 | 70.3 | 69.1 | 57.3 | 69.1 | 79.1 | 70.3 | 50.8 | 70.1 | 71.3 |
| 1998 | 63.2 | 71.7 | 81.0 | 77.3 | 74.3 | 70.2 | 70.1 | 64.2 | 65.0 | 80.5 | 65.3 | 49.7 | 69.3 | 70.8 |
| 1999 | 64.9 | 76.3 | 79.6 | 80.9 | 69.8 | 73.8 | 72.5 | 66.9 | 64.4 | 81.2 | 74.4 | 53.7 | 69.3 | 70.8 |
| 2000 | 64.6 | 78.3 | 85.6 | 85.9 | 74.3 | 65.4 | 71.1 | 59.7 | 71.5 | 78.1 | 72.4 | 52.2 | 71.4 | 72.8 |
| 2001 | 67.1 | 79.0 | 82.6 | 71.8 | 75.3 | 69.3 | 64.2 | 67.5 | 67.0 | 81.9 | 72.4 | 52.2 | 71.4 | 72.8 |
| 2002 | 64.6 | 72.3 | 74.8 | 78.5 | 63.5 | 65.5 | 63.8 | 53.9 | 53.4 | 72.6 | 66.5 | 48.6 | 64.7 | 65.5 |
| 2003 | 53.7 | 71.3 | 79.4 | 69.4 | 69.2 | 65.4 | 64.6 | 60.9 | 60.9 | 74.4 | 74.4 | 57.6 | 65.8 | 65.4 |
| 2004 | 55.3 | 63.6 | 77.7 | 73.2 | 76.4 | 75.3 | 59.5 | 52.8 | 56.5 | 78.7 | 66.4 | 52.1 | 65.7 | 65.6 |
| 2005 | 65.9 | 73.5 | 76.8 | 80.8 | 73.6 | 63.0 | 66.8 | 56.3 | 36.2 | 55.6 | 68.5 | 66.5 | 67.7 | 68.7 |
| 2006 | 76.1 | 69.0 | 60.2 | 60.2 | 56.1 | 53.7 | 44.2 | 45.6 | 42.6 | 59.1 | 55.2 | 43.6 | 56.6 | 58.1 |
| 2007 | 53.6 | 65.9 | 67.5 | 59.4 | 56.8 | 45.5 | 44.2 | 46.6 | 45.6 | 59.1 | 55.2 | 43.6 | 56.6 | 58.1 |
| Avg | 62.0 | 72.9 | 79.0 | 75.7 | 72.6 | 65.6 | 63.9 | 60.0 | 61.8 | 76.9 | 70.5 | 52.6 | 68.3 | 68.1 |

| ADR (\$) | January | February | March | April | May | June | July | August | September | October | November | December | Total Year | Sep YTD |
|----------|---------|----------|--------|--------|--------|--------|--------|--------|-----------|---------|----------|----------|------------|---------|
| 1987 | 76.20 | 79.41 | 86.62 | 78.99 | 78.24 | 63.96 | 59.14 | 63.89 | 75.45 | 81.25 | 83.14 | 76.17 | 76.14 | 74.46 |
| 1988 | 75.76 | 86.12 | 81.76 | 80.82 | 82.24 | 74.76 | 70.79 | 85.25 | 78.63 | 87.48 | 84.68 | 71.66 | 80.56 | 79.80 |
| 1989 | 84.78 | 93.75 | 85.76 | 86.67 | 86.77 | 77.19 | 67.94 | 72.19 | 83.81 | 94.67 | 94.53 | 82.92 | 82.41 | 82.41 |
| 1990 | 100.50 | 100.44 | 96.33 | 89.76 | 90.48 | 76.19 | 70.22 | 70.85 | 81.87 | 93.84 | 92.49 | 80.86 | 87.64 | 86.83 |
| 1991 | 89.59 | 103.16 | 91.51 | 99.69 | 102.23 | 78.55 | 73.57 | 71.38 | 84.40 | 99.85 | 102.12 | 87.41 | 90.96 | 88.89 |
| 1992 | 94.36 | 100.47 | 102.23 | 95.24 | 96.92 | 86.08 | 74.59 | 71.31 | 108.33 | 106.30 | 110.83 | 90.48 | 95.25 | 92.17 |
| 1993 | 91.68 | 111.84 | 102.35 | 109.95 | 100.29 | 85.69 | 73.89 | 70.71 | 97.46 | 113.49 | 113.60 | 93.14 | 98.40 | 95.40 |
| 1994 | 102.70 | 121.74 | 110.33 | 113.97 | 112.71 | 91.30 | 85.79 | 80.77 | 97.07 | 118.93 | 113.60 | 92.88 | 104.35 | 102.43 |
| 1995 | 106.76 | 127.70 | 122.47 | 111.62 | 108.61 | 97.87 | 83.13 | 79.71 | 110.47 | 124.41 | 118.27 | 105.17 | 108.42 | 105.51 |
| 1996 | 102.07 | 129.42 | 121.99 | 118.84 | 118.61 | 99.42 | 91.86 | 94.23 | 111.89 | 127.45 | 131.49 | 107.70 | 113.44 | 109.98 |
| 1997 | 144.21 | 137.30 | 124.46 | 128.40 | 123.68 | 104.30 | 93.73 | 87.87 | 103.49 | 127.28 | 127.28 | 107.69 | 118.94 | 118.94 |
| 1998 | 132.40 | 146.00 | 138.91 | 133.66 | 134.26 | 110.84 | 100.19 | 95.07 | 122.13 | 142.68 | 137.48 | 112.55 | 126.28 | 124.12 |
| 1999 | 145.23 | 155.95 | 147.25 | 142.74 | 129.61 | 116.97 | 112.65 | 102.63 | 128.99 | 146.91 | 142.50 | 126.27 | 132.54 | 129.92 |
| 2000 | 129.35 | 147.79 | 162.68 | 148.27 | 149.10 | 117.07 | 108.35 | 98.16 | 130.10 | 160.91 | 162.55 | 119.10 | 135.52 | 135.52 |
| 2001 | 136.63 | 170.98 | 157.26 | 147.45 | 151.84 | 120.73 | 107.36 | 99.05 | 117.50 | 154.20 | 134.23 | 121.30 | 137.40 | 136.41 |
| 2002 | 154.25 | 189.56 | 157.26 | 150.02 | 151.05 | 111.95 | 107.69 | 99.05 | 117.50 | 154.20 | 134.23 | 121.30 | 137.40 | 136.41 |
| 2003 | 121.67 | 156.49 | 147.86 | 136.32 | 123.08 | 113.45 | 102.36 | 85.17 | 119.66 | 133.26 | 138.12 | 111.51 | 126.67 | 125.71 |
| 2004 | 127.47 | 143.75 | 143.24 | 135.33 | 133.28 | 139.26 | 98.05 | 86.30 | 107.51 | 138.78 | 147.47 | 110.23 | 130.46 | 128.78 |
| 2005 | 137.35 | 150.02 | 143.26 | 148.11 | 129.46 | 109.16 | 109.09 | 96.72 | 134.77 | 163.47 | 159.62 | 134.40 | 134.40 | 128.29 |
| 2006 | 135.62 | 166.61 | 148.77 | 138.75 | 129.94 | 117.03 | 100.92 | 100.09 | 109.34 | 139.00 | 138.26 | 116.76 | 133.73 | 134.17 |
| 2007 | 134.47 | 162.22 | 158.74 | 143.97 | 131.21 | 103.49 | 103.21 | 102.36 | 102.36 | 139.00 | 138.26 | 116.76 | 133.73 | 129.35 |
| Avg | 120.11 | 136.09 | 126.81 | 124.25 | 118.42 | 102.42 | 92.85 | 87.25 | 105.66 | 127.87 | 124.95 | 106.35 | 114.83 | 113.50 |

| RevPAR (\$) | January | February | March | April | May | June | July | August | September | October | November | December | Total Year | Sep YTD |
|-------------|---------|----------|--------|--------|--------|--------|-------|--------|-----------|---------|----------|----------|------------|---------|
| 1987 | 39.78 | 53.16 | 71.23 | 57.39 | 52.50 | 29.60 | 31.70 | 36.51 | 49.32 | 61.71 | 61.32 | 35.23 | 48.06 | 46.45 |
| 1988 | 42.02 | 64.03 | 60.41 | 61.26 | 60.21 | 47.46 | 46.59 | 58.61 | 47.33 | 72.54 | 62.29 | 33.44 | 54.13 | 54.13 |
| 1989 | 50.01 | 65.68 | 63.94 | 70.13 | 63.96 | 46.26 | 39.21 | 44.42 | 59.00 | 79.55 | 69.60 | 43.91 | 57.95 | 56.81 |
| 1990 | 59.31 | 75.52 | 82.87 | 70.07 | 73.92 | 51.66 | 41.04 | 47.56 | 55.74 | 77.40 | 68.91 | 42.06 | 62.13 | 61.84 |
| 1991 | 54.95 | 74.06 | 68.85 | 82.41 | 83.39 | 55.02 | 45.02 | 49.44 | 53.27 | 78.92 | 73.76 | 45.84 | 63.64 | 62.81 |
| 1992 | 59.01 | 71.69 | 89.05 | 67.49 | 75.09 | 62.81 | 49.77 | 53.91 | 67.19 | 95.06 | 84.78 | 47.21 | 68.54 | 66.16 |
| 1993 | 56.15 | 80.44 | 83.36 | 89.56 | 80.10 | 58.79 | 44.17 | 45.46 | 68.57 | 96.64 | 78.05 | 49.25 | 69.07 | 67.20 |
| 1994 | 70.33 | 94.32 | 95.49 | 97.34 | 89.28 | 65.36 | 64.21 | 63.92 | 69.92 | 100.72 | 82.45 | 49.30 | 77.40 | 77.43 |
| 1995 | 73.69 | 104.06 | 105.94 | 81.97 | 85.01 | 64.40 | 61.81 | 48.28 | 84.39 | 105.64 | 85.27 | 57.86 | 79.54 | 78.44 |
| 1996 | 55.94 | 88.35 | 103.32 | 90.44 | 91.50 | 70.32 | 64.76 | 71.14 | 77.82 | 102.80 | 101.42 | 67.22 | 81.17 | 79.19 |
| 1997 | 103.12 | 102.74 | 93.39 | 102.27 | 91.71 | 73.48 | 66.08 | 50.33 | 63.21 | 105.57 | 88.47 | 54.73 | 84.37 | 84.78 |
| 1998 | 83.62 | 104.62 | 112.32 | 103.34 | 99.79 | 77.80 | 70.26 | 61.03 | 79.42 | 104.87 | 89.73 | 55.89 | 87.94 | 87.83 |
| 1999 | 83.89 | 116.97 | 117.16 | 115.46 | 100.46 | 86.30 | 81.71 | 66.65 | 83.05 | 119.29 | 106.02 | 66.92 | 94.71 | 93.61 |
| 2000 | 93.85 | 115.78 | 138.32 | 127.30 | 110.63 | 76.57 | 77.04 | 58.61 | 93.04 | 125.60 | 117.63 | 62.23 | 99.45 | 98.67 |
| 2001 | 91.73 | 134.99 | 129.95 | 105.87 | 114.30 | 63.70 | 68.59 | 51.11 | 102.59 | 102.59 | 91.27 | 71.83 | 92.10 | 93.35 |
| 2002 | 99.70 | 137.08 | 101.90 | 117.69 | 83.39 | 73.33 | 69.57 | 53.39 | 62.74 | 111.90 | 89.32 | 50.36 | 86.89 | 87.96 |
| 2003 | 65.44 | 111.55 | 117.34 | 103.20 | 85.17 | 74.21 | 66.13 | 47.24 | 72.92 | 92.02 | 102.70 | 64.20 | 83.21 | 82.25 |
| 2004 | 70.52 | 91.47 | 112.89 | 99.05 | 106.44 | 104.92 | 58.38 | 45.56 | 60.74 | 123.34 | 97.99 | 57.41 | 85.66 | 83.21 |
| 2005 | 90.47 | 110.23 | 103.11 | 120.54 | 95.27 | 68.80 | 72.92 | 54.47 | 48.80 | 91.93 | 109.43 | 106.00 | 90.96 | 88.09 |
| 2006 | 118.51 | 130.13 | 103.27 | 84.18 | 73.37 | 62.80 | 44.59 | 45.67 | 46.60 | 82.12 | 76.29 | 50.88 | 75.70 | 77.94 |
| 2007 | 72.48 | 106.95 | 107.21 | 85.44 | 74.52 | 47.06 | 57.39 | 40.30 | 46.71 | 98.37 | 88.08 | 55.91 | 78.45 | 77.32 |
| Avg | 74.47 | 99.20 | 100.13 | 94.03 | 86.00 | 67.19 | 59.30 | 52.31 | 65.35 | 98.37 | 88.08 | 55.91 | 78.45 | 77.32 |

Source: Smith Travel Research

Table 26
 Occupancy, Average Daily Rate and Revenue Per Available Room Trends
 New Orleans Hotels
 12 Month Moving Averages
 1987 to 2007 (September)

| Occupancy (%) | January | February | March | April | May | June | July | August | September | October | November | December |
|---------------|---------|----------|-------|-------|------|------|------|--------|-----------|---------|----------|----------|
| 1988 | 63.3 | 63.9 | 63.3 | 63.6 | 64.2 | 63.6 | 66.6 | 67.6 | 67.2 | 67.8 | 67.7 | 67.8 |
| 1989 | 68.1 | 67.8 | 67.8 | 68.2 | 68.4 | 68.1 | 67.4 | 66.8 | 67.7 | 67.8 | 67.8 | 68.3 |
| 1990 | 68.3 | 69.7 | 69.7 | 69.5 | 70.1 | 70.1 | 70.7 | 71.2 | 70.8 | 70.8 | 70.9 | 70.9 |
| 1991 | 70.1 | 70.9 | 70.2 | 70.2 | 70.4 | 70.7 | 70.7 | 70.2 | 70.5 | 70.1 | 69.9 | 70.0 |
| 1992 | 70.1 | 70.0 | 70.8 | 69.8 | 69.4 | 69.7 | 69.4 | 70.2 | 70.8 | 71.4 | 70.2 | 72.0 |
| 1993 | 71.8 | 71.9 | 71.7 | 72.6 | 72.8 | 72.4 | 71.8 | 71.0 | 71.0 | 70.9 | 70.4 | 70.4 |
| 1994 | 71.0 | 71.5 | 71.9 | 72.2 | 72.2 | 72.4 | 72.2 | 72.4 | 74.2 | 74.2 | 74.2 | 74.2 |
| 1995 | 74.2 | 74.5 | 74.5 | 73.5 | 73.5 | 73.3 | 73.3 | 72.9 | 73.3 | 73.3 | 73.3 | 73.4 |
| 1996 | 71.1 | 71.1 | 71.3 | 71.3 | 71.2 | 71.3 | 70.9 | 71.6 | 71.6 | 71.8 | 71.8 | 71.6 |
| 1997 | 72.9 | 73.4 | 72.6 | 72.9 | 72.7 | 72.6 | 72.1 | 72.6 | 71.0 | 70.9 | 70.3 | 70.1 |
| 1998 | 69.4 | 69.1 | 69.7 | 69.5 | 69.6 | 69.5 | 69.5 | 70.1 | 69.8 | 69.9 | 69.5 | 69.3 |
| 1999 | 69.5 | 69.8 | 69.7 | 70.0 | 69.7 | 70.0 | 70.2 | 70.4 | 70.3 | 70.4 | 71.2 | 71.5 |
| 2000 | 71.4 | 71.6 | 72.1 | 72.6 | 72.9 | 72.2 | 72.1 | 71.5 | 72.0 | 71.8 | 71.7 | 71.4 |
| 2001 | 71.6 | 71.7 | 71.5 | 70.4 | 70.5 | 70.6 | 70.2 | 70.4 | 68.2 | 67.3 | 66.5 | 67.0 |
| 2002 | 66.8 | 66.3 | 66.5 | 66.4 | 66.4 | 65.1 | 65.0 | 64.3 | 64.9 | 65.3 | 65.7 | 64.7 |
| 2003 | 63.8 | 63.4 | 64.2 | 63.4 | 63.9 | 64.0 | 64.1 | 64.1 | 64.7 | 64.4 | 65.0 | 65.8 |
| 2004 | 65.9 | 65.3 | 65.2 | 65.6 | 66.2 | 66.1 | 66.6 | 66.3 | 66.9 | 66.8 | 66.2 | 65.7 |
| 2005 | 66.5 | 67.3 | 67.2 | 67.8 | 67.6 | 68.6 | 67.2 | 67.5 | 67.9 | 66.2 | 66.3 | 67.7 |
| 2006 | 68.5 | 68.7 | 68.7 | 68.8 | 64.2 | 63.4 | 61.2 | 60.4 | 59.4 | 59.6 | 58.6 | 56.6 |
| 2007 | 54.8 | 54.0 | 54.0 | 54.0 | 54.1 | 53.4 | 54.0 | 53.8 | 54.0 | | | |

| ADR (\$) | January | February | March | April | May | June | July | August | September | October | November | December |
|----------|---------|----------|--------|--------|--------|--------|--------|--------|-----------|---------|----------|----------|
| 1988 | 76.17 | 76.77 | 76.24 | 76.45 | 76.86 | 77.44 | 76.86 | 79.77 | 80.03 | 80.69 | 80.83 | 80.56 |
| 1989 | 81.20 | 81.78 | 82.16 | 82.72 | 83.02 | 82.72 | 83.15 | 82.11 | 82.51 | 83.28 | 84.16 | 84.80 |
| 1990 | 85.95 | 86.56 | 87.65 | 87.94 | 88.42 | 88.24 | 88.38 | 88.16 | 88.02 | 87.93 | 87.74 | 87.64 |
| 1991 | 86.86 | 86.95 | 86.34 | 87.27 | 88.37 | 88.60 | 88.86 | 88.96 | 89.22 | 89.74 | 90.55 | 90.96 |
| 1992 | 91.32 | 91.10 | 92.59 | 91.32 | 91.56 | 92.12 | 92.12 | 92.61 | 93.43 | 94.61 | 95.05 | 95.25 |
| 1993 | 95.05 | 95.93 | 95.53 | 96.88 | 97.20 | 96.88 | 97.36 | 97.51 | 97.68 | 97.94 | 97.96 | 98.12 |
| 1994 | 98.97 | 100.70 | 100.70 | 101.14 | 102.29 | 102.69 | 103.21 | 103.38 | 103.87 | 104.38 | 104.35 | 104.35 |
| 1995 | 104.67 | 105.27 | 106.49 | 106.21 | 105.85 | 106.21 | 105.58 | 105.58 | 106.68 | 107.28 | 107.69 | 108.42 |
| 1996 | 108.13 | 108.06 | 108.07 | 108.77 | 109.73 | 110.26 | 111.62 | 111.62 | 111.74 | 112.04 | 113.27 | 113.44 |
| 1997 | 116.71 | 117.44 | 117.62 | 118.49 | 118.92 | 119.29 | 119.42 | 119.47 | 120.16 | 120.76 | 120.35 | 120.36 |
| 1998 | 119.27 | 119.98 | 121.50 | 122.01 | 123.00 | 123.49 | 123.96 | 124.13 | 124.27 | 126.01 | 126.28 | 126.28 |
| 1999 | 126.07 | 127.08 | 127.92 | 128.42 | 128.42 | 128.82 | 129.75 | 130.16 | 130.66 | 131.13 | 131.65 | 132.54 |
| 2000 | 133.77 | 133.16 | 134.88 | 135.49 | 137.16 | 137.30 | 136.72 | 136.72 | 136.72 | 138.14 | 139.92 | 139.28 |
| 2001 | 138.63 | 140.75 | 140.32 | 140.18 | 140.52 | 140.58 | 140.67 | 140.63 | 139.69 | 138.93 | 137.47 | 137.40 |
| 2002 | 138.89 | 140.40 | 138.24 | 138.65 | 136.76 | 136.98 | 135.74 | 135.76 | 135.76 | 136.13 | 135.19 | 134.21 |
| 2003 | 131.65 | 128.90 | 130.17 | 129.82 | 129.10 | 128.23 | 128.75 | 127.65 | 127.71 | 125.70 | 126.15 | 126.47 |
| 2004 | 126.86 | 125.69 | 125.47 | 124.41 | 126.03 | 128.28 | 128.01 | 129.48 | 127.25 | 129.73 | 130.46 | 130.46 |
| 2005 | 131.25 | 131.93 | 130.86 | 132.25 | 131.32 | 128.86 | 129.48 | 129.98 | 131.66 | 130.51 | 130.86 | 134.40 |
| 2006 | 136.89 | 136.91 | 138.29 | 136.68 | 137.43 | 139.13 | 140.60 | 142.83 | 140.83 | 139.06 | 137.21 | 133.73 |
| 2007 | 131.37 | 130.73 | 131.95 | 132.43 | 132.52 | 131.57 | 131.60 | 130.79 | 130.07 | | | |

| RevPAR (\$) | January | February | March | April | May | June | July | August | September | October | November | December |
|-------------|---------|----------|--------|-------|--------|-------|-------|--------|-----------|---------|----------|----------|
| 1988 | 48.27 | 49.08 | 48.27 | 48.64 | 49.31 | 50.78 | 52.04 | 53.92 | 53.76 | 54.68 | 54.76 | 54.61 |
| 1989 | 55.28 | 55.41 | 55.71 | 56.44 | 56.76 | 56.44 | 56.03 | 54.83 | 55.86 | 56.46 | 57.06 | 57.95 |
| 1990 | 58.74 | 59.49 | 61.10 | 61.09 | 61.94 | 62.38 | 62.54 | 62.80 | 62.46 | 62.28 | 62.19 | 62.13 |
| 1991 | 61.79 | 61.62 | 60.37 | 61.30 | 62.01 | 62.33 | 62.78 | 63.03 | 62.86 | 62.91 | 63.31 | 63.64 |
| 1992 | 63.99 | 63.80 | 65.51 | 64.29 | 63.58 | 64.22 | 64.22 | 65.00 | 66.15 | 67.52 | 68.42 | 68.54 |
| 1993 | 68.29 | 68.97 | 68.48 | 70.30 | 70.72 | 70.39 | 69.92 | 69.20 | 69.31 | 69.45 | 68.90 | 69.07 |
| 1994 | 70.30 | 71.36 | 72.39 | 73.03 | 73.81 | 74.35 | 76.04 | 76.61 | 76.72 | 77.08 | 77.44 | 77.40 |
| 1995 | 77.64 | 76.84 | 76.77 | 77.52 | 78.15 | 78.58 | 77.41 | 76.97 | 78.16 | 78.66 | 78.92 | 79.54 |
| 1996 | 77.97 | 76.84 | 76.77 | 77.52 | 78.15 | 78.58 | 77.41 | 76.97 | 78.16 | 78.66 | 78.92 | 79.54 |
| 1997 | 85.12 | 86.23 | 85.42 | 86.39 | 86.41 | 86.65 | 86.19 | 80.59 | 80.05 | 79.93 | 81.28 | 81.17 |
| 1998 | 82.74 | 82.97 | 84.68 | 84.85 | 85.58 | 86.39 | 86.74 | 84.89 | 85.33 | 85.62 | 84.66 | 84.37 |
| 1999 | 87.56 | 88.73 | 89.20 | 90.25 | 89.47 | 88.90 | 87.01 | 87.01 | 91.63 | 87.53 | 87.55 | 87.54 |
| 2000 | 95.54 | 95.32 | 97.28 | 98.31 | 100.06 | 99.14 | 91.06 | 91.63 | 91.89 | 92.34 | 93.68 | 94.71 |
| 2001 | 99.22 | 100.83 | 100.35 | 98.73 | 98.73 | 98.81 | 98.70 | 97.71 | 98.49 | 99.22 | 100.28 | 99.45 |
| 2002 | 92.79 | 95.15 | 90.90 | 92.02 | 89.43 | 88.50 | 88.19 | 88.28 | 95.41 | 93.54 | 91.41 | 92.10 |
| 2003 | 84.00 | 82.18 | 83.50 | 82.32 | 82.49 | 82.56 | 81.80 | 81.80 | 82.62 | 88.10 | 88.78 | 86.89 |
| 2004 | 83.63 | 82.11 | 81.85 | 81.58 | 83.46 | 86.02 | 86.26 | 84.97 | 83.91 | 80.95 | 82.05 | 83.21 |
| 2005 | 87.31 | 86.76 | 87.95 | 89.73 | 88.79 | 85.26 | 86.31 | 86.63 | 86.63 | 86.63 | 86.31 | 85.66 |
| 2006 | 93.07 | 94.06 | 93.84 | 90.20 | 88.18 | 88.21 | 87.03 | 87.74 | 89.37 | 86.34 | 86.73 | 90.98 |
| 2007 | 71.98 | 70.60 | 71.29 | 71.52 | 71.64 | 70.19 | 71.06 | 70.34 | 83.64 | 82.92 | 80.39 | 75.70 |

Source: Smith Travel Research

Table 27
Post-Katrina Market Performance
French Quarter and Downtown Hotel Sectors
2004 to 2007

| French Quarter Hotels | | | | |
|--------------------------------|-----------|----------|----------|--|
| Year | Occupancy | ADR | RevPAR | |
| <i>September - December</i> | | | | |
| 2004 | 65.1% | \$152.16 | \$99.03 | |
| 2005 | 66.0% | \$155.13 | \$102.33 | |
| 2006 | 46.0% | \$133.75 | \$61.48 | |
| 2006 | 54.5% | \$138.94 | \$75.79 | |
| <i>Seven months ended July</i> | | | | |
| 2004 | 72.7% | \$155.21 | \$112.80 | |
| 2005 | 76.3% | \$149.97 | \$114.41 | |
| 2006 | 61.2% | \$145.87 | \$89.34 | |
| 2007 | 58.7% | \$151.69 | \$88.99 | |

| Downtown Hotels | | | | |
|--------------------------------|-----------|----------|----------|--|
| Year | Occupancy | ADR | RevPAR | |
| <i>September - December</i> | | | | |
| 2004 | 65.9% | \$144.59 | \$95.28 | |
| 2005 | 57.8% | \$166.26 | \$96.06 | |
| 2006 | 52.8% | \$133.77 | \$70.61 | |
| 2006 | 58.4% | \$137.91 | \$80.56 | |
| <i>Seven months ended July</i> | | | | |
| 2004 | 70.9% | \$142.94 | \$101.29 | |
| 2005 | 74.5% | \$142.36 | \$106.03 | |
| 2006 | 63.4% | \$143.42 | \$90.98 | |
| 2007 | 59.8% | \$141.80 | \$84.81 | |

| French Quarter & Downtown Hotels | | | | |
|----------------------------------|-----------|----------|----------|--|
| Year | Occupancy | ADR | RevPAR | |
| <i>September - December</i> | | | | |
| 2004 | 65.7% | \$146.30 | \$96.14 | |
| 2005 | 59.5% | \$163.67 | \$97.28 | |
| 2006 | 51.3% | \$133.76 | \$68.69 | |
| 2006 | 57.6% | \$138.12 | \$79.56 | |
| <i>Seven months ended July</i> | | | | |
| 2004 | 71.3% | \$145.80 | \$103.93 | |
| 2005 | 74.9% | \$144.11 | \$107.93 | |
| 2006 | 63.0% | \$143.92 | \$90.64 | |
| 2007 | 59.5% | \$144.11 | \$85.80 | |

Source: Smith Travel Research

Table A-1
Orleans Parish Condo Market
MLS Area 60
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|---------------------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 1205 ST CHARLES AV 917 | 917 | \$159,000 | \$300 | 530 | 1 | 1 | | 70 | | |
| 1712 ORETHA CASTLE HALEY BL 201 | 201 | \$152,000 | \$194 | 782 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 202 | 202 | \$165,000 | \$194 | 847 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 203 | 203 | \$164,000 | \$194 | 845 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 204 | 204 | \$164,500 | \$194 | 846 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 205 | 205 | \$164,500 | \$194 | 846 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 206 | 206 | \$174,000 | \$199 | 874 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 207 | 207 | \$178,000 | \$198 | 895 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 208 | 208 | \$178,000 | \$198 | 895 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 209 | 209 | \$174,000 | \$199 | 874 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 210 | 210 | \$140,000 | \$185 | 756 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 211 | 211 | \$139,500 | \$185 | 754 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 212 | 212 | \$139,500 | \$185 | 754 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 213 | 213 | \$139,000 | \$184 | 752 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 214 | 214 | \$135,000 | \$184 | 730 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 215 | 215 | \$130,500 | \$185 | 704 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 301 | 301 | \$152,000 | \$194 | 782 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 302 | 302 | \$202,500 | \$184 | 1,097 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 303 | 303 | \$202,500 | \$184 | 1,098 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 304 | 304 | \$203,000 | \$184 | 1,098 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 305 | 305 | \$202,000 | \$184 | 1,097 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 306 | 306 | \$174,000 | \$199 | 873 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 308 | 308 | \$226,000 | \$184 | 1,227 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 309 | 309 | \$174,000 | \$199 | 873 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 310 | 310 | \$192,000 | \$179 | 1,069 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 311 | 311 | \$181,000 | \$179 | 1,007 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 312 | 312 | \$181,000 | \$180 | 1,005 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 313 | 313 | \$180,500 | \$180 | 1,002 | 1 | 1 | | 181 | | |
| 1712 ORETHA CASTLE HALEY BL 314 | 314 | \$174,000 | \$183 | 946 | 1 | 1 | | 181 | | |
| 1720 HARMONY ST A | A | \$180,000 | \$125 | 1,440 | 3 | 2 | | 104 | | |
| 1720 HARMONY ST B | B | \$180,000 | \$125 | 1,440 | 3 | 2 | | 104 | | |
| 2801 ST CHARLES AV 101 | 101 | \$169,900 | \$204 | 829 | 2 | 1 | | 74 | | |

| Sold Listings | | | | | | | | | | |
|---------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 1716 JOSEPHINE ST B | B | \$179,900 | \$193 | 929 | 2 | 1 | | 140 | \$180,000 | \$193 |
| 1722 JACKSON AV A | A | \$289,000 | \$209 | 1,378 | 2 | 2 | 1 | 247 | \$260,000 | \$188 |
| 1722 JACKSON AV B | B | \$269,000 | \$232 | 1,155 | 2 | 2 | | 251 | \$269,000 | \$232 |
| 1722 JACKSON AV C | C | \$319,900 | \$292 | 1,092 | 2 | 2 | | 251 | \$245,000 | \$224 |

Source: New Orleans Metropolitan Association of Realtors

Table A-2
Orleans Parish Condo Market
MLS Area 61
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|-------------------------|-----------------|-------------------|----------------|------------------|-----------------|-------------------|-------------------|-----------------------|-------------------|----------------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 154 30TH ST | | \$225,000 | \$150 | 1,492 | 3 | 2 | | 7 | | |
| 301 SEATTLE ST 13 | 13 | \$138,900 | \$212 | 655 | 2 | 1 | | 76 | | |
| 301 SEATTLE ST 9 | 9 | \$141,900 | \$210 | 673 | 2 | 1 | | 68 | | |
| 305 HAMMOND HY 305 | 305 | \$219,900 | \$115 | 1,900 | 3 | 2 | 1 | 95 | | |
| 307 HAMMOND HY 307 | 307 | \$199,900 | \$116 | 1,712 | 3 | 2 | 1 | 95 | | |
| 5557 ROSEMARY PL | | \$158,000 | \$158 | 1,000 | 1 | 1 | | 12 | | |
| 6012 BELLAIRE DR | | \$215,000 | \$143 | 1,500 | 3 | 2 | 1 | 210 | | |
| 6154 CANAL BL | | \$275,000 | \$110 | 2,499 | 4 | 2 | 1 | 53 | | |
| 6156 CANAL BL | | \$245,000 | \$110 | 2,212 | 3 | 2 | 1 | 53 | | |
| 6330 COLBERT ST | | \$181,000 | \$166 | 1,084 | 2 | 1 | | 119 | | |
| 6544 MILNE ST A | A | \$229,000 | \$167 | 1,370 | 2 | 1 | 1 | 125 | | |
| 6544 MILNE ST B | B | \$229,000 | \$167 | 1,370 | 2 | 1 | 1 | 125 | | |
| 6574 FLEUR DE LIS DR 15 | 15 | \$94,500 | \$157 | 600 | 1 | 1 | | 81 | | |
| 6574 FLEUR DE LIS DR 17 | 17 | \$104,000 | \$173 | 600 | 1 | 1 | | 210 | | |
| 6574 FLEUR DE LIS DR 2 | 2 | \$110,000 | \$183 | 600 | 1 | 1 | | 210 | | |
| 6574 FLEUR DE LIS DR 4 | 4 | \$92,500 | \$154 | 600 | 1 | 1 | | 150 | | |
| 6622 FLEUR DE LIS DR A | A | \$159,900 | \$201 | 795 | 2 | 1 | | 109 | | |
| 6622 FLEUR DE LIS DR B | B | \$159,900 | \$201 | 795 | 2 | 1 | | 109 | | |
| 6622 FLEUR DE LIS DR C | C | \$159,900 | \$201 | 795 | 2 | 1 | | 109 | | |
| 6622 FLEUR DE LIS DR D | D | \$159,900 | \$201 | 795 | 2 | 1 | | 109 | | |
| 6650 FLEUR DE LIS DR 1 | 1 | \$135,000 | \$206 | 655 | 2 | 1 | | 81 | | |
| 6650 FLEUR DE LIS DR 10 | 10 | \$112,500 | \$247 | 455 | 1 | 1 | | 81 | | |
| 6650 FLEUR DE LIS DR 2 | 2 | \$135,000 | \$207 | 650 | 2 | 1 | | 81 | | |
| 6650 FLEUR DE LIS DR 3 | 3 | \$135,000 | \$206 | 653 | 2 | 1 | | 81 | | |
| 6650 FLEUR DE LIS DR 4 | 4 | \$135,000 | \$206 | 653 | 2 | 1 | | 81 | | |
| 6650 FLEUR DE LIS DR 5 | 5 | \$112,500 | \$247 | 455 | 1 | 1 | | 81 | | |
| 6650 FLEUR DE LIS DR 6 | 6 | \$135,000 | \$205 | 658 | 2 | 1 | | 81 | | |
| 6650 FLEUR DE LIS DR 7 | 7 | \$135,000 | \$207 | 651 | 2 | 1 | | 81 | | |
| 6650 FLEUR DE LIS DR 8 | 8 | \$135,000 | \$207 | 650 | 2 | 1 | | 81 | | |
| 6650 FLEUR DE LIS DR 9 | 9 | \$135,000 | \$207 | 652 | 2 | 1 | | 81 | | |

| Sold Listings | | | | | | | | | | |
|----------------------|-----------------|-------------------|----------------|------------------|-----------------|-------------------|-------------------|-----------------------|-------------------|----------------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 301 SEATTLE ST 10 | 10 | \$139,900 | \$207 | 673 | 2 | 1 | | | \$139,900 | \$207 |
| 301 SEATTLE ST 11 | 11 | \$124,900 | \$189 | 658 | 2 | 1 | | 71 | \$124,900 | \$189 |
| 301 SEATTLE ST 6 | 6 | \$129,900 | \$199 | 652 | 2 | 1 | | 103 | \$131,400 | \$201 |
| 301 SEATTLE ST 7 | 7 | \$129,900 | \$193 | 670 | 2 | 1 | | 287 | \$129,900 | \$193 |
| 301 SEATTLE ST 8 | 8 | \$129,900 | \$198 | 656 | 2 | 1 | | 149 | \$131,400 | \$200 |
| 6010 BELLAIRE DR | | \$199,000 | \$132 | 1,500 | 3 | 2 | 1 | 84 | \$180,000 | \$120 |
| 6332 COLBERT ST | | \$192,000 | \$169 | 1,135 | 2 | 2 | | 24 | \$186,500 | \$164 |
| 6714 ARGONNE BL | | \$245,000 | \$175 | 1,400 | 3 | 2 | 1 | 47 | \$175,000 | \$125 |

Source: New Orleans Metropolitan Association of Realtors

**Table A-3
Orleans Parish Condo Market
MLS Area 62
Active and Sold Listings
January 2007 - August 27, 2007**

| Active Listings | | | | | | | | | | |
|------------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 1416 DANTE ST 1 | 1 | \$99,000 | \$190 | 521 | 2 | 1 | | 63 | | |
| 1416 DANTE ST 2 | 2 | \$99,000 | \$190 | 521 | 2 | 1 | | 63 | | |
| 1416 DANTE ST 3 | 3 | \$99,000 | \$190 | 521 | 2 | 1 | | 63 | | |
| 1416 DANTE ST 4 | 4 | \$99,000 | \$190 | 521 | 2 | 1 | | 63 | | |
| 1416 DANTE ST 5 | 5 | \$99,000 | \$190 | 521 | 2 | 1 | | 63 | | |
| 1416 DANTE ST 6 | 6 | \$99,000 | \$190 | 521 | 2 | 1 | | 63 | | |
| 1416 DANTE ST 7 | 7 | \$74,900 | \$212 | 353 | 1 | 1 | | 63 | | |
| 1416 DANTE ST 8 | 8 | \$99,000 | \$190 | 521 | 2 | 1 | | 63 | | |
| 1416 DANTE ST 9 | 9 | \$99,000 | \$190 | 521 | 2 | 1 | | 63 | | |
| 1724 BURDETTE ST | | \$295,000 | \$186 | 1,578 | 3 | 3 | 1 | 131 | | |
| 1726 BURDETTE ST | | \$270,000 | \$171 | 1,577 | 2 | 2 | 1 | 131 | | |
| 1728 BURDETTE ST | | \$315,000 | \$150 | 2,092 | 3 | 3 | 1 | 224 | | |
| 1734 BURDETTE ST | | \$165,000 | \$177 | 930 | 1 | 1 | 1 | 224 | | |
| 1736 BURDETTE ST | | \$110,000 | \$176 | 625 | 1 | 1 | | 224 | | |
| 1738 BURDETTE ST | | \$105,000 | \$174 | 603 | 1 | 1 | | 224 | | |
| 1920 ADAMS ST | | \$169,000 | \$173 | 974 | 3 | 1 | | 102 | | |
| 248 CHEROKEE ST 10 | 10 | \$174,900 | \$174 | 1,000 | 3 | 2 | | 29 | | |
| 2615 S CARROLLTON AV A | A | \$168,500 | \$257 | 655 | 1 | 1 | | 39 | | |
| 2615 S CARROLLTON AV B | B | \$168,700 | \$257 | 656 | 1 | 1 | | 39 | | |
| 2615 S CARROLLTON AV C | C | \$168,200 | \$257 | 654 | 1 | 1 | | 39 | | |
| 2615 S CARROLLTON AV D | D | \$168,100 | \$257 | 654 | 1 | 1 | | 39 | | |
| 2615 S CARROLLTON AV E | E | \$168,100 | \$257 | 654 | 1 | 1 | | 39 | | |
| 2615 S CARROLLTON AV E | E | \$168,100 | \$257 | 654 | 1 | 1 | | 39 | | |
| 2615 S CARROLLTON AV F | F | \$169,100 | \$256 | 658 | 1 | 1 | | 39 | | |
| 2615 S CARROLLTON AV F | F | \$169,000 | \$256 | 658 | 1 | 1 | | 39 | | |
| 2615 S CARROLLTON AV G | G | \$169,100 | \$256 | 658 | 1 | 1 | | 39 | | |
| 2615 S CARROLLTON AV G | G | \$168,200 | \$257 | 654 | 1 | 1 | | 39 | | |
| 2615 S CARROLLTON AV H | H | \$168,100 | \$257 | 654 | 1 | 1 | | 39 | | |
| 2615 S CARROLLTON AV H | H | \$168,100 | \$258 | 650 | 1 | 1 | | 39 | | |
| 2635 CARROLLTON AV | | \$399,900 | \$166 | 2,400 | 2 | 2 | | 110 | | |
| 717 SHORT ST | | \$375,000 | \$250 | 1,500 | 3 | 2 | | 111 | | |
| 732 CHEROKEE ST 207 | 207 | \$137,000 | \$228 | 600 | 1 | 1 | | 4 | | |
| 7426 DOMINICAN ST | | \$339,000 | \$190 | 1,784 | 3 | 2 | | 331 | | |
| 7530 ST. CHARLES AV D | D | \$259,000 | \$269 | 962 | 2 | 1 | | 52 | | |
| 7700 COHN ST 1 | 1 | \$165,000 | \$177 | 930 | 1 | 1 | | 126 | | |
| 7700 COHN ST 5 | 5 | \$235,000 | \$178 | 1,318 | 3 | 2 | | 80 | | |
| 7725 OAK ST | | \$195,000 | \$207 | 940 | 2 | 2 | | 154 | | |
| 7909 COHN ST | | \$169,900 | \$305 | 557 | 2 | 1 | | 13 | | |
| 7930 PLUM ST A | A | \$309,000 | \$176 | 1,750 | 3 | 2 | | 68 | | |
| 8316 PALM ST | | \$79,000 | \$123 | 639 | 2 | 1 | | 109 | | |
| 8318 PALM ST | | \$79,000 | \$124 | 637 | 2 | 1 | | 109 | | |
| 8414 SYCAMORE PL | | \$240,000 | \$123 | 1,949 | 3 | 2 | | 87 | | |
| 8416 OAK ST A | A | \$339,000 | \$253 | 1,337 | 2 | 2 | | 26 | | |
| 8416 OAK ST K | K | \$389,500 | \$232 | 1,674 | 2 | 2 | | 80 | | |
| 8416 SYCAMORE PL | | \$240,000 | \$123 | 1,949 | 3 | 2 | | 87 | | |

| Sold Listings | | | | | | | | | | |
|----------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 248 CHEROKEE ST 16 | 16 | \$172,500 | \$172 | 1,000 | 2 | 2 | | 231 | \$130,000 | \$130 |
| 248 CHEROKEE ST 37 | 37 | \$129,000 | \$195 | 660 | 1 | 1 | | 52 | \$125,000 | \$189 |
| 732 CHEROKEE ST 208 | 208 | \$129,000 | \$215 | 600 | 1 | 1 | | 119 | \$129,000 | \$215 |
| 7530 ST CHARLES AV J | J | \$369,000 | \$272 | 1,352 | 2 | 2 | | 84 | \$335,000 | \$247 |
| 7721 OAK ST 7721 | 7721 | \$199,000 | \$153 | 1,300 | 3 | 2 | | 404 | \$193,900 | \$149 |
| 8300 PALM ST | | \$79,000 | \$122 | 643 | 2 | 1 | | 40 | \$79,000 | \$122 |
| 8304 PALM ST | | \$79,000 | \$124 | 637 | 2 | 1 | | 50 | \$79,000 | \$124 |
| 8306 PALM ST | | \$79,000 | \$123 | 638 | 2 | 1 | | 20 | \$79,000 | \$123 |
| 8504 FRERET ST | | \$154,800 | \$184 | 839 | 2 | 1 | | 70 | \$152,000 | \$181 |
| 936 JOLIET ST A | A | \$145,800 | \$202 | 719 | 2 | 1 | | 73 | \$142,000 | \$197 |
| 936 JOLIET ST B | B | \$145,900 | \$199 | 731 | 2 | 1 | | | \$141,000 | \$192 |

Source: New Orleans Metropolitan Association of Realtors

Table A-4
Orleans Parish Condo Market
MLS Area 63
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|-------------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 123 WALNUT ST 304 | 304 | \$359,900 | \$299 | 1,200 | 1 | 1 | 1 | 46 | | |
| 123 WALNUT ST 403 | 403 | \$549,000 | \$305 | 1,800 | 2 | 2 | | 278 | | |
| 123 WALNUT ST 7E | 7E | \$749,000 | \$312 | 2,400 | 3 | 2 | | 90 | | |
| 123 WALNUT ST 803 | 803 | \$565,000 | \$313 | 1,800 | 2 | 2 | | 80 | | |
| 1514 JOSEPH ST A | A | \$185,000 | \$246 | 750 | 2 | 2 | | 98 | | |
| 170 WALNUT ST 4F | 4F | \$699,000 | \$276 | 2,524 | 3 | 2 | | 315 | | |
| 170 WALNUT ST 5F | 5F | \$730,000 | \$289 | 2,524 | 3 | 2 | | 495 | | |
| 195 WALNUT ST 1 | 1 | \$178,500 | \$210 | 850 | 2 | 1 | | 262 | | |
| 2112 STATE ST | | \$499,000 | \$261 | 1,911 | 2 | 2 | | 83 | | |
| 2114 STATE ST | | \$375,000 | \$241 | 1,551 | 3 | 2 | | 83 | | |
| 3514 CALHOUN ST A | A | \$190,000 | \$131 | 1,440 | 3 | 2 | | 101 | | |
| 3514 CALHOUN ST B | B | \$190,000 | \$131 | 1,440 | 3 | 2 | | 101 | | |
| 3737 NASHVILLE AV Lower | Lower | \$275,000 | \$135 | 2,036 | 3 | 2 | | 360 | | |
| 3814 STATE STREET DR | | \$219,000 | \$156 | 1,400 | 2 | 2 | | 12 | | |
| 3816 STATE STREET DR | | \$219,000 | \$156 | 1,400 | 2 | 2 | | 12 | | |
| 518 WALNUT ST D | D | \$650,000 | \$325 | 2,000 | 3 | 2 | | 126 | | |
| 518 WALNUT ST E | E | \$550,000 | \$305 | 1,800 | 3 | 2 | | 126 | | |
| 537 BROADWAY ST | | \$489,000 | \$254 | 1,923 | 3 | 2 | | 163 | | |
| 539 BROADWAY ST | | \$499,000 | \$206 | 2,417 | 3 | 2 | | 163 | | |
| 5421 ST CHARLES AV 1C | 1C | \$399,000 | \$264 | 1,511 | 3 | 3 | | 104 | | |
| 5421 ST CHARLES AV 3A | 3A | \$309,000 | \$258 | 1,196 | 2 | 2 | | 157 | | |
| 5436 CONSTANCE ST | | \$249,000 | \$293 | 848 | 1 | 1 | | 56 | | |
| 5526 HEWES ST | | \$199,000 | \$137 | 1,450 | 2 | 2 | 1 | 251 | | |
| 5530 HEWES AV Upper | Upper | \$275,000 | \$141 | 1,937 | 3 | 2 | | 360 | | |
| 5820 HURST ST | | \$499,000 | \$302 | 1,650 | 3 | 2 | | 111 | | |
| 5912 ST CHARLES AV P | P | \$290,000 | \$351 | 824 | 1 | 1 | | 112 | | |
| 5919 TCHOUPITOU LAS ST | | \$229,000 | \$273 | 837 | 1 | 1 | | 265 | | |
| 5936 MAGAZINE ST 6 | 6 | \$299,000 | \$267 | 1,118 | 2 | 2 | | 19 | | |
| 5936 MAGAZINE ST 7 | 7 | \$345,000 | \$289 | 1,193 | 2 | 2 | | 49 | | |
| 6030 PERRIER ST | | \$549,000 | \$194 | 2,825 | 4 | 2 | | 6 | | |
| 6050 LAUREL ST A | A | \$430,000 | \$266 | 1,612 | 3 | 2 | 1 | 122 | | |
| 6050 LAUREL ST B | B | \$430,000 | \$266 | 1,612 | 3 | 2 | 1 | 122 | | |
| 6050 LAUREL ST C | C | \$250,000 | \$263 | 950 | 3 | 2 | | 122 | | |
| 625 PINE ST 1 | 1 | \$357,000 | \$254 | 1,403 | 2 | 2 | | 27 | | |
| 625 PINE ST 7 | 7 | \$360,000 | \$248 | 1,451 | 2 | 2 | | 299 | | |
| 625 PINE ST 9 | 9 | \$275,000 | \$236 | 1,162 | 2 | 2 | | 299 | | |
| 7010 PRITCHARD PL | | \$189,000 | \$152 | 1,237 | 3 | 2 | | 40 | | |
| 7014 ST CHARLES AV G | G | \$275,000 | \$405 | 679 | 1 | 1 | | 21 | | |
| 7014 ST CHARLES AV J | J | \$439,000 | \$323 | 1,358 | 2 | 2 | 1 | 335 | | |
| 801 HENRY CLAY AV 109 | 109 | \$149,000 | \$283 | 525 | 1 | 1 | | 28 | | |
| 816 NASHVILLE AV G | G | \$123,000 | \$281 | 437 | 1 | 1 | | 98 | | |
| 816 NASHVILLE AV K | K | \$129,000 | \$295 | 437 | 1 | 1 | | 98 | | |
| 816 NASHVILLE AV M | M | \$122,000 | \$279 | 436 | 1 | 1 | | 98 | | |
| 816 NASHVILLE AV P | P | \$128,500 | \$286 | 449 | 1 | 1 | | 98 | | |

| Sold Listings | | | | | | | | | | |
|------------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 123 WALNUT ST 1102 | 1102 | \$825,000 | \$343 | 2,400 | 2 | 2 | | 224 | \$715,000 | \$297 |
| 123 WALNUT ST 805 | 805 | \$835,000 | \$350 | 2,385 | 3 | 3 | | 39 | \$750,000 | \$314 |
| 1510 JOSEPH ST D | D | \$332,000 | \$239 | 1,385 | 2 | 2 | | 116 | \$320,000 | \$231 |
| 170 WALNUT ST 2C | 2C | \$795,000 | \$359 | 2,210 | 3 | 2 | | 359 | \$730,000 | \$330 |
| 170 WALNUT ST 5A | 5A | \$749,000 | \$352 | 2,123 | 2 | 2 | | 184 | \$670,000 | \$315 |
| 185 WALNUT ST 9 | 9 | \$154,900 | \$294 | 526 | 1 | 1 | | 46 | \$144,500 | \$274 |
| 2118 STATE ST | | \$167,000 | \$235 | 710 | 1 | 1 | | | \$161,000 | \$226 |
| 2929 CALHOUN ST | | \$245,000 | \$232 | 1,052 | 2 | 1 | | 115 | \$235,000 | \$223 |
| 5438 CONSTANCE ST 5438 | 5438 | \$179,500 | \$304 | 590 | 1 | 1 | | 13 | \$170,000 | \$288 |
| 5517 S SARATOGA ST | | \$269,000 | \$155 | 1,734 | 2 | 2 | | 122 | \$261,000 | \$150 |
| 5912 ST CHARLES AV F | F | \$249,000 | \$343 | 725 | 1 | 1 | | 50 | \$239,000 | \$329 |
| 5917 TCHOUPITOU LAS ST | | \$239,000 | \$248 | 960 | 1 | 1 | 1 | 94 | \$232,000 | \$241 |
| 5921 TCHOUPITOU LAS ST | | \$239,000 | \$248 | 960 | 1 | 1 | 1 | 98 | \$239,000 | \$248 |
| 5923 TCHOUPITOU LAS ST | | \$239,000 | \$285 | 837 | 1 | 1 | | 98 | \$239,000 | \$285 |
| 5936 MAGAZINE ST 8 | 8 | \$305,000 | \$255 | 1,193 | 2 | 2 | | 79 | \$280,000 | \$234 |
| 5940 LAUREL ST 4 | 4 | \$180,000 | \$279 | 645 | 1 | 1 | | 80 | \$160,000 | \$248 |
| 6037 CAMP ST | | \$629,000 | \$174 | 3,600 | 4 | 2 | 1 | 63 | \$585,000 | \$162 |
| 625 PINE ST 3 | 3 | \$345,000 | \$257 | 1,338 | 2 | 2 | | | \$345,000 | \$257 |
| 625 PINE ST 4 | 4 | \$340,000 | \$260 | 1,304 | 2 | 2 | | 33 | \$340,000 | \$260 |
| 7014 ST CHARLES AV A | A | \$255,000 | \$388 | 656 | 1 | 1 | | 146 | \$250,000 | \$381 |
| 7014 ST CHARLES AV C | C | \$269,000 | \$352 | 763 | 1 | 1 | | 255 | \$293,000 | \$384 |
| 7014 ST CHARLES AV D | D | \$199,000 | \$359 | 554 | 1 | 1 | | 255 | \$191,000 | \$344 |
| 7014 ST CHARLES AV E | E | \$205,000 | \$349 | 587 | 1 | 1 | | 273 | \$200,000 | \$340 |
| 7014 ST CHARLES AV F | F | \$218,000 | \$391 | 557 | 1 | 1 | | 217 | \$218,000 | \$391 |
| 7014 ST CHARLES AV H | H | \$265,000 | \$362 | 732 | 1 | 1 | | 156 | \$275,000 | \$375 |
| 7014 ST CHARLES AV I | I | \$279,000 | \$365 | 763 | 1 | 1 | | 255 | \$279,000 | \$365 |
| 7014 ST CHARLES AV K | K | \$205,000 | \$349 | 587 | 1 | 1 | | 170 | \$215,000 | \$366 |
| 801 HENRY CLAY AV 215 | 215 | \$135,000 | \$259 | 520 | 1 | 1 | | 76 | \$130,000 | \$250 |
| 801 HENRY CLAY ST 112 | 112 | \$135,000 | \$225 | 600 | 1 | 1 | | 37 | \$127,000 | \$211 |
| 816 NASHVILLE AV H | H | \$128,000 | \$293 | 436 | 1 | 1 | | 144 | \$119,900 | \$275 |
| 816 NASHVILLE AV I | I | \$118,000 | \$265 | 444 | 1 | 1 | | 84 | \$115,000 | \$259 |
| 816 NASHVILLE AV O | O | \$119,900 | \$275 | 436 | 1 | 1 | | 30 | \$118,000 | \$270 |

Source: New Orleans Metropolitan Association of Realtors

Table A-5
Orleans Parish Condo Market
MLS Area 64
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|---------------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 1020 GENERAL TAYLOR ST | | \$165,000 | \$213 | 772 | 1 | 1 | | 77 | | |
| 1036 GENERAL TAYLOR ST | | \$178,000 | \$212 | 839 | 2 | 1 | | 77 | | |
| 1112 GENERAL TAYLOR ST | | \$369,000 | \$246 | 1,500 | 2 | 2 | | 168 | | |
| 1114 LYONS ST 209 | 209 | \$379,000 | \$309 | 1,225 | 2 | 2 | 1 | 53 | | |
| 1208 AUSTERLITZ ST | | \$135,000 | \$300 | 449 | 1 | 1 | | 230 | | |
| 1214 DUFOSSAT ST | | \$235,000 | \$261 | 900 | 2 | 2 | | 112 | | |
| 1220 ANTONINE ST | | \$498,000 | \$330 | 1,508 | 3 | 2 | 1 | 52 | | |
| 1616 VALMONT ST | | \$729,000 | \$209 | 3,484 | 4 | 3 | 1 | 140 | | |
| 1626 NAPOLEON AV | | \$234,999 | \$217 | 1,080 | 2 | 2 | 1 | 33 | | |
| 1701 JENA ST 1 | 1 | \$174,000 | \$155 | 1,117 | 1 | 1 | | 87 | | |
| 1725 DELACHAISE ST 102 | 102 | \$121,835 | \$285 | 427 | 1 | 1 | | 6 | | |
| 1725 DELACHAISE ST 208 | 208 | \$154,005 | \$265 | 581 | 2 | 1 | | 6 | | |
| 1831 BORDEAUX ST | | \$449,000 | \$213 | 2,100 | 2 | 2 | 1 | 133 | | |
| 1833 BORDEAUX ST | | \$449,000 | \$213 | 2,100 | 2 | 2 | 1 | 133 | | |
| 1906 JENA ST | | \$227,500 | \$120 | 1,895 | 3 | 2 | 1 | 6 | | |
| 1935 NAPOLEON AV | | \$315,000 | \$173 | 1,812 | 3 | 2 | | 131 | | |
| 2213 MILAN ST 1/2 | 1/2 | \$174,000 | \$164 | 1,060 | 2 | 1 | | 7 | | |
| 2213 MILAN ST 2213 | 2213 | \$174,000 | \$164 | 1,060 | 2 | 1 | | 7 | | |
| 2215 MILAN ST | | \$174,000 | \$164 | 1,060 | 2 | 1 | | 7 | | |
| 2215 MILAN ST 1/2 | 1/2 | \$174,000 | \$164 | 1,060 | 2 | 1 | | 7 | | |
| 2522 GENERAL PERISHING ST | | \$269,000 | \$158 | 1,700 | 3 | 1 | 1 | 7 | | |
| 2524 GENERAL PERISHING ST | | \$269,000 | \$158 | 1,700 | 3 | 1 | 1 | 7 | | |
| 2818 CONSTANCE ST 1 | 1 | \$199,900 | \$228 | 874 | 1 | 1 | | 60 | | |
| 3400 ANNUNCIATION ST | | \$139,000 | \$198 | 700 | 1 | 1 | | 167 | | |
| 3400 MAGAZINE ST 1 | 1 | \$325,000 | \$287 | 1,132 | 2 | 2 | | 315 | | |
| 3400 MAGAZINE ST 14 | 14 | \$365,000 | \$332 | 1,099 | 2 | 2 | | 34 | | |
| 3400 MAGAZINE ST 18 | 18 | \$315,000 | \$298 | 1,055 | 2 | 2 | | 315 | | |
| 3400 MAGAZINE ST 3 | 3 | \$425,000 | \$271 | 1,565 | 2 | 2 | | 315 | | |
| 3400 MAGAZINE ST 5 | 5 | \$225,000 | \$335 | 671 | 1 | 1 | | 59 | | |
| 3400 MAGAZINE ST 9 | 9 | \$375,000 | \$334 | 1,120 | 2 | 2 | | 161 | | |
| 3402 ANNUNCIATION ST | | \$155,000 | \$221 | 700 | 1 | 1 | | 167 | | |
| 3521 CAMP ST | | \$289,000 | \$258 | 1,120 | 2 | 1 | | 164 | | |
| 3523 CAMP ST | | \$299,000 | \$266 | 1,120 | 2 | 1 | | 164 | | |
| 3625 ST CHARLES AV 3B | 3B | \$235,000 | \$247 | 951 | 2 | 2 | | 152 | | |
| 3625 ST CHARLES AV 2A | 2A | \$215,000 | \$250 | 860 | 2 | 2 | | 89 | | |
| 3721 ST CHARLES AV B | B | \$746,000 | \$308 | 2,415 | 3 | 3 | 1 | 606 | | |
| 3721 ST CHARLES AV C | C | \$746,000 | \$308 | 2,415 | 3 | 3 | 1 | 230 | | |
| 3817 COLISEUM ST | | \$295,000 | \$302 | 975 | 2 | 2 | | 98 | | |
| 3819 COLISEUM ST | | \$295,000 | \$302 | 975 | 2 | 2 | | 98 | | |
| 3821 LAUREL ST 1 | 1 | \$125,000 | \$233 | 535 | 1 | 1 | | 48 | | |
| 3821 LAUREL ST 5 | 5 | \$129,000 | \$245 | 525 | 1 | 1 | | 41 | | |
| 3912 CARONDELET ST C | C | \$215,000 | \$236 | 910 | 1 | 1 | | 11 | | |
| 3915 ST CHARLES AV 212 | 212 | \$295,000 | \$310 | 950 | 2 | 2 | | 33 | | |
| 3915 ST CHARLES AV 214 | 214 | \$299,000 | \$314 | 950 | 2 | 2 | | 34 | | |
| 3915 ST CHARLES AV 303 | 303 | \$330,000 | \$347 | 950 | 2 | 2 | | 38 | | |
| 3915 ST CHARLES AV 308 | 308 | \$235,000 | \$300 | 783 | 1 | 1 | | 52 | | |
| 3915 ST CHARLES AV 507 | 507 | \$299,000 | \$314 | 950 | 2 | 2 | | 178 | | |
| 3915 ST CHARLES AV 513 | 513 | \$299,000 | \$314 | 950 | 2 | 2 | | 254 | | |
| 4007 ST CHARLES AV 305 | 305 | \$199,500 | \$302 | 660 | 1 | 1 | | 41 | | |
| 4007 ST CHARLES AV 313 | 313 | \$163,000 | \$244 | 667 | 1 | 1 | | 74 | | |
| 4218 FRERET ST | | \$229,000 | \$182 | 1,255 | 3 | 2 | | 123 | | |
| 4239 ST CHARLES AV 16 | 16 | \$169,000 | \$260 | 650 | 1 | 1 | | 117 | | |
| 4436 ST CHARLES AV 2 | 2 | \$159,900 | \$246 | 650 | 1 | 1 | | 81 | | |
| 4530 CONSTANCE ST | | \$289,000 | \$189 | 1,526 | 3 | 2 | | 4 | | |
| 4532 CONSTANCE ST | | \$199,000 | \$181 | 1,094 | 2 | 1 | | 4 | | |
| 4608 PRYTANIA ST | | \$235,000 | \$211 | 1,111 | 2 | 2 | | 147 | | |
| 4610 PRYTANIA ST | | \$249,000 | \$227 | 1,093 | 2 | 2 | | 173 | | |
| 4716 ANNUNCIATION ST 1F | 1F | \$167,000 | \$169 | 987 | 2 | 2 | | 45 | | |
| 4723 ANNUNCIATION ST | | \$175,000 | \$161 | 1,085 | 2 | 2 | 1 | 175 | | |
| 4845 CAMP ST A | A | \$199,000 | \$138 | 1,440 | 3 | 2 | | 104 | | |
| 4845 CAMP ST B | B | \$199,000 | \$138 | 1,440 | 3 | 2 | | 101 | | |
| 4848 COLISEUM ST 202 | 202 | \$375,000 | \$257 | 1,456 | 2 | 2 | 1 | 126 | | |
| 4848 COLISEUM ST 206 | 206 | \$289,000 | \$235 | 1,226 | 2 | 2 | 1 | 101 | | |
| 4850 COLISEUM ST | | \$325,000 | \$266 | 1,221 | 2 | 2 | | 147 | | |
| 4850 MAGAZINE ST A | A | \$183,000 | \$261 | 700 | 1 | 1 | | 49 | | |
| 4900 ST CHARLES AV 2A | 2A | \$219,000 | \$266 | 822 | 1 | 1 | | 42 | | |
| 4900 ST CHARLES AV 2E | 2E | \$269,000 | \$290 | 927 | 1 | 1 | | 3 | | |
| 5020 LAUREL ST | | \$258,000 | \$161 | 1,600 | 2 | 2 | | 83 | | |
| 5026 PRYTANIA ST | | \$445,000 | \$180 | 2,460 | 3 | 2 | | 55 | | |
| 5219 MAGAZINE ST A | A | \$265,750 | \$356 | 745 | 2 | 1 | | 118 | | |
| 5219 MAGAZINE ST B | B | \$230,750 | \$357 | 645 | 1 | 1 | | 118 | | |
| 5219 MAGAZINE ST C | C | \$298,850 | \$368 | 811 | 1 | 1 | | 118 | | |
| 5219 MAGAZINE ST D | D | \$275,600 | \$384 | 716 | 1 | 1 | | 118 | | |
| 5301 MAGAZINE ST | | \$275,000 | \$137 | 2,000 | 4 | 1 | 1 | 210 | | |
| 5334 CONSTANCE ST A | A | \$144,000 | \$187 | 767 | 1 | 1 | | 59 | | |
| 625 PINE ST 8 | 8 | \$340,000 | \$261 | 1,300 | 2 | 2 | | 97 | | |
| 816 AUSTERLITZ ST C | C | \$107,000 | \$198 | 540 | 1 | 1 | | 90 | | |
| 824 VALMONT ST | | \$234,000 | \$212 | 1,100 | 1 | 1 | 0 | 257 | | |
| 826 VALMONT ST | | \$234,000 | \$212 | 1,100 | 1 | 1 | | 257 | | |
| 828 VALMONT ST | | \$234,000 | \$212 | 1,100 | 1 | 1 | 0 | 257 | | |
| 841 ALINE ST | | \$324,900 | \$215 | 1,510 | 2 | 2 | 1 | 119 | | |

Table A-5 (Continued)
Orleans Parish Condo Market
MLS Area 64
Active and Sold Listings
January 2007 - August 27, 2007

| Sold Listings | | | | | | | | | | | |
|-------------------------|-----------------|-------------------|----------------|------------------|-----------------|-------------------|-------------------|-----------------------|-------------------|----------------|--|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF | |
| 1107 AUSTERLITZ ST | | \$219,000 | \$243 | 900 | 2 | 1 | | 23 | \$217,000 | \$241 | |
| 1117 ANTONINE ST | | \$199,900 | \$263 | 760 | 1 | 1 | | 90 | \$186,000 | \$244 | |
| 1200 AUSTERLITZ ST | | \$129,000 | \$303 | 425 | 1 | 1 | | 174 | \$125,000 | \$294 | |
| 1204 AUSTERLITZ ST | | \$129,000 | \$303 | 425 | 1 | 1 | | 71 | \$125,000 | \$294 | |
| 1216 DUFOSSAT ST | | \$235,000 | \$261 | 900 | 2 | 2 | | 59 | \$220,000 | \$244 | |
| 1314 NAPOLEON AV 1 | 1 | \$775,000 | \$369 | 2,100 | 2 | 2 | | 239 | \$748,000 | \$356 | |
| 1314 NAPOLEON AV 26 | 26 | \$585,000 | \$339 | 1,722 | 2 | 2 | 1 | 297 | \$540,000 | \$313 | |
| 1314 NAPOLEON AV 3 | 3 | \$355,000 | \$328 | 1,080 | 1 | 1 | | 20 | \$345,000 | \$319 | |
| 1424 MARENGO ST | | \$425,000 | \$250 | 1,695 | 2 | 2 | | 28 | \$415,000 | \$244 | |
| 1624 NAPOLEON AV | | \$225,000 | \$193 | 1,160 | 2 | 2 | 1 | 37 | \$215,000 | \$185 | |
| 1638 DUFOSSAT ST | | \$335,000 | \$257 | 1,300 | 1 | 1 | | 48 | \$325,000 | \$250 | |
| 1640 DUFOSSAT ST B | B | \$179,000 | \$210 | 850 | 1 | 1 | | 73 | \$174,000 | \$204 | |
| 1902 JENA ST | | \$225,000 | \$117 | 1,913 | 3 | 2 | 1 | 39 | \$215,000 | \$112 | |
| 3433 ST CHARLES AV C | C | \$152,500 | \$279 | 546 | 2 | 1 | | 105 | \$150,000 | \$274 | |
| 3433 ST CHARLES AV G | G | \$168,500 | \$293 | 575 | 1 | 1 | | 125 | \$205,000 | \$356 | |
| 3433 ST CHARLES AV H | H | \$135,000 | \$236 | 572 | 1 | 1 | | 288 | \$135,000 | \$236 | |
| 3433 ST CHARLES AV I | I | \$242,500 | \$216 | 1,122 | 2 | 2 | | 231 | \$242,500 | \$216 | |
| 3433 ST CHARLES AV J | J | \$249,000 | \$223 | 1,114 | 2 | 2 | | 216 | \$242,500 | \$217 | |
| 3517 CAMP ST | | \$259,000 | \$215 | 1,200 | 2 | 1 | | 147 | \$245,000 | \$204 | |
| 3523 CAMP ST A | A | \$309,000 | \$247 | 1,250 | 2 | 1 | | 145 | \$282,000 | \$225 | |
| 3625 ST CHARLES AV 4D | 4D | \$189,000 | \$235 | 804 | 2 | 2 | | 49 | \$179,500 | \$223 | |
| 3625 ST. CHARLES AV 4-G | 4-G | \$238,000 | \$250 | 951 | 2 | 2 | | 178 | \$231,000 | \$242 | |
| 3721 ST CHARLES AV A | A | \$849,000 | \$327 | 2,589 | 3 | 3 | 1 | 384 | \$800,000 | \$308 | |
| 3821 LAUREL ST 3 | 3 | \$125,000 | \$230 | 543 | 1 | 1 | | | \$125,000 | \$230 | |
| 3915 ST CHARLES AV 206 | 206 | \$329,000 | \$346 | 950 | 2 | 2 | | | \$329,000 | \$346 | |
| 3915 ST CHARLES AV 311 | 311 | \$290,000 | \$305 | 950 | 2 | 2 | | 111 | \$280,000 | \$294 | |
| 3915 ST CHARLES AV 504 | 504 | \$325,000 | \$342 | 950 | 2 | 2 | | 121 | \$318,500 | \$335 | |
| 3915 ST CHARLES AV 515 | 515 | \$285,000 | \$300 | 950 | 2 | 2 | | 299 | \$268,000 | \$282 | |
| 3915 ST CHARLES AV 605 | 605 | \$289,000 | \$304 | 950 | 2 | 2 | | 158 | \$279,000 | \$293 | |
| 3915 ST CHARLES AV 713 | 713 | \$315,000 | \$346 | 910 | 2 | 2 | | | \$300,000 | \$329 | |
| 4007 ST CHARLES AV 202 | 202 | \$245,000 | \$181 | 1,350 | 2 | 1 | | 52 | \$235,000 | \$174 | |
| 4007 ST CHARLES AV 318 | 318 | \$199,900 | \$253 | 788 | 1 | 1 | | 13 | \$193,000 | \$244 | |
| 4222 FRERET ST | | \$239,000 | \$190 | 1,255 | 3 | 2 | | 30 | \$220,000 | \$175 | |
| 4419 ST CHARLES AV 2 | 2 | \$285,000 | \$259 | 1,100 | 1 | 1 | | 62 | \$270,000 | \$245 | |
| 4426 CARONDELET ST | | \$225,000 | \$193 | 1,164 | 2 | 2 | 1 | 159 | \$210,000 | \$180 | |
| 4518 CAMP ST A | A | \$223,000 | \$210 | 1,057 | 1 | 1 | 1 | 171 | \$205,000 | \$193 | |
| 4518 CAMP ST B | B | \$205,000 | \$216 | 945 | 1 | 1 | | 106 | \$180,000 | \$190 | |
| 4716 ANNUNCIATION ST 1B | 1B | \$148,000 | \$136 | 1,082 | 2 | 2 | | 14 | \$144,000 | \$133 | |
| 4716 ANNUNCIATION ST 1E | 1E | \$159,000 | \$177 | 896 | 2 | 2 | | 43 | \$145,000 | \$161 | |
| 4808 MAGAZINE ST B | B | \$139,000 | \$276 | 502 | 1 | 1 | | 26 | \$135,000 | \$268 | |
| 4848 COLISEUM ST 204 | 204 | \$309,000 | \$236 | 1,305 | 2 | 2 | 1 | 92 | \$300,000 | \$229 | |
| 4900 ST CHARLES AV 2B | 2B | \$319,000 | \$276 | 1,154 | 2 | 1 | | 143 | \$285,000 | \$246 | |
| 4931 CONSTANCE ST 4931 | 4931 | \$336,000 | \$181 | 1,848 | 2 | 2 | 1 | 33 | \$322,000 | \$174 | |
| 5024 PRYTANIA ST | | \$370,000 | \$191 | 1,928 | 2 | 2 | | 371 | \$340,000 | \$176 | |
| 5334 CONSTANCE ST | | \$115,000 | \$211 | 543 | 1 | 1 | | 73 | \$99,000 | \$182 | |
| 5373 MAGAZINE ST | | \$223,000 | \$219 | 1,018 | 2 | 1 | | 204 | \$213,000 | \$209 | |
| 617 NAPOLEON AV B | B | \$159,000 | \$198 | 800 | 1 | 1 | 0 | 25 | \$160,000 | \$200 | |
| 754 LOUISIANA AV | | \$169,000 | \$241 | 700 | 1 | 1 | | 98 | \$154,500 | \$220 | |
| 845 ALINE ST | | \$249,900 | \$197 | 1,263 | 2 | 2 | 1 | 61 | \$245,000 | \$193 | |
| 901 JEFFERSON AV | | \$196,000 | \$243 | 806 | 1 | 1 | | 201 | \$186,000 | \$230 | |
| 903 JEFFERSON AV | | \$321,000 | \$220 | 1,459 | 3 | 1 | 1 | 153 | \$300,000 | \$205 | |

Source: New Orleans Metropolitan Association of Realtors

Table A-6
Orleans Parish Condo Market
MLS Area 65
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|-----------------------------|----------|------------|--------|-----------|----------|------------|------------|----------------|------------|--------|
| Address | Unit No. | List Price | LPS/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SPS/SF |
| 1002 JACKSON AV B | B | \$259,000 | \$239 | 1,083 | 2 | 2 | | 187 | | |
| 1010 JOSEPHINE ST B | B | \$134,900 | \$235 | 573 | 1 | 1 | | 63 | | |
| 1020 TERPSICHORE ST A | A | \$115,000 | \$218 | 527 | 1 | 1 | | 154 | | |
| 1110 ERATO ST 1 | 1 | \$187,000 | \$263 | 709 | 1 | 1 | | 73 | | |
| 1110 ERATO ST 2 | 2 | \$179,000 | \$252 | 709 | 1 | 1 | | 73 | | |
| 1115 PRYTANIA ST 204 | 204 | \$294,400 | \$294 | 999 | 2 | 2 | | 40 | | |
| 1118 ORANGE ST 2 | 2 | \$229,000 | \$279 | 819 | 2 | 1 | | 25 | | |
| 1118 ORANGE ST 4 | 4 | \$179,000 | \$275 | 649 | 1 | 1 | | 126 | | |
| 1118 ORANGE ST 7 | 7 | \$175,000 | \$270 | 647 | 1 | 1 | | 194 | | |
| 1122 FELICITY ST 8 | 8 | \$269,000 | \$242 | 1,108 | 2 | 1 | 0 | 112 | | |
| 1122 FELICITY ST 9 | 9 | \$224,000 | \$196 | 1,140 | 2 | 1 | | 461 | | |
| 1124 FELICITY ST Apt 6 | Apt 6 | \$189,900 | \$294 | 645 | 1 | 1 | | 155 | | |
| 1127 THIRD ST | | \$399,000 | \$181 | 2,200 | 3 | 3 | | 20 | | |
| 1129 JACKSON AV 3 | 3 | \$249,500 | \$226 | 1,100 | 2 | 2 | | 53 | | |
| 1205 ST CHARLES AV #706 | #706 | \$129,900 | \$324 | 400 | 1 | 1 | | 86 | | |
| 1205 ST CHARLES AV 1015 | 1015 | \$185,000 | \$285 | 648 | 1 | 1 | | 194 | | |
| 1205 ST CHARLES AV 1112 | 1112 | \$120,000 | \$300 | 400 | 1 | 1 | | 221 | | |
| 1205 ST CHARLES AV 201 | 201 | \$219,000 | \$257 | 850 | 1 | 1 | | 201 | | |
| 1205 ST CHARLES AV 309 | 309 | \$180,000 | \$277 | 648 | 1 | 1 | | 3 | | |
| 1205 ST CHARLES AV 412 | 412 | \$127,500 | \$312 | 408 | 1 | 1 | | 41 | | |
| 1205 ST CHARLES AV 505 | 505 | \$229,000 | \$269 | 850 | 1 | 1 | | 80 | | |
| 1205 ST CHARLES AV 603 | 603 | \$260,000 | \$305 | 850 | 1 | 1 | | 49 | | |
| 1205 ST CHARLES AV 612 | 612 | \$125,000 | \$312 | 400 | 0 | 1 | | 166 | | |
| 1205 ST CHARLES AV 707 | 707 | \$180,000 | \$339 | 530 | 0 | 1 | | 59 | | |
| 1205 ST CHARLES AV 801 | 801 | \$249,500 | \$293 | 850 | 1 | 1 | | 6 | | |
| 1205 ST CHARLES AV 803 | 803 | \$239,000 | \$281 | 850 | 1 | 1 | | 56 | | |
| 1205 ST CHARLES AV 813 | 813 | \$160,000 | \$283 | 565 | 1 | 1 | | 410 | | |
| 1205 ST CHARLES AV 815 | 815 | \$189,900 | \$293 | 648 | 1 | 1 | | 175 | | |
| 1205 ST CHARLES AV 817 | 817 | \$154,500 | \$291 | 530 | 1 | 1 | | 410 | | |
| 1205 ST CHARLES AV 1203 | 1203 | \$250,000 | \$294 | 850 | 1 | 1 | | 56 | | |
| 1205 ST CHARLES UNIT AV 707 | 707 | \$180,000 | \$356 | 505 | 0 | 1 | | 167 | | |
| 1209 FOURTH ST | | \$379,000 | \$210 | 1,800 | 3 | 2 | 1 | 11 | | |
| 1329 ST ANDREW ST 1 | 1 | \$259,000 | \$273 | 1,094 | 2 | 2 | | 56 | | |
| 1329 ST ANDREW ST 9 | 9 | \$279,000 | \$255 | 1,093 | 2 | 2 | | 34 | | |
| 1365 CONSTANCE ST A | A | \$159,000 | \$244 | 650 | 2 | 1 | | 81 | | |
| 1365 CONSTANCE ST B | B | \$159,000 | \$244 | 650 | 2 | 1 | | 80 | | |
| 1400 PRYTANIA ST 1 | 1 | \$375,000 | \$245 | 1,526 | 0 | 1 | | 104 | | |
| 1402 PRYTANIA ST 4 | 4 | \$239,000 | \$233 | 1,022 | 1 | 1 | | 104 | | |
| 1404 PRYTANIA ST 5 | 5 | \$239,000 | \$253 | 942 | 1 | 1 | | 104 | | |
| 1404 PRYTANIA ST 6 | 6 | \$299,000 | \$222 | 1,346 | 2 | 2 | | 104 | | |
| 1404 PRYTANIA ST 7 | 7 | \$239,000 | \$231 | 1,033 | 1 | 1 | | 104 | | |
| 1410 EUTERPE ST | | \$199,900 | \$228 | 876 | 2 | 1 | 1 | 66 | | |
| 1412 EUTERPE ST | | \$199,000 | \$229 | 867 | 2 | 1 | | 66 | | |
| 1419 EUTERPE ST 4 | 4 | \$139,000 | \$278 | 500 | 1 | 1 | | 159 | | |
| 1433 MELPOMENE ST A | A | \$279,000 | \$199 | 1,400 | 2 | 2 | | 33 | | |
| 1433 MELPOMENE ST B | B | \$279,000 | \$206 | 1,350 | 2 | 2 | | 33 | | |
| 1436 JACKSON AV 4A | 4A | \$399,000 | \$208 | 1,918 | 2 | 2 | | 200 | | |
| 1440 MAGAZINE ST B | B | \$179,000 | \$191 | 936 | 2 | 2 | | 286 | | |
| 1444 MAGAZINE ST A | A | \$275,000 | \$219 | 1,252 | 2 | 2 | | 132 | | |
| 1444 MAGAZINE ST c | c | \$289,900 | \$209 | 1,382 | 2 | 2 | | 174 | | |
| 1520 MELPOMENE ST A | A | \$182,500 | \$236 | 773 | 2 | 1 | | 96 | | |
| 1525 CLIO ST 1 | 1 | \$199,000 | \$258 | 770 | 1 | 1 | | 90 | | |
| 1552 MAGAZINE ST 1 | 1 | \$231,000 | \$230 | 1,002 | 1 | 1 | | 262 | | |
| 1552 MAGAZINE ST 2 | 2 | \$231,000 | \$230 | 1,002 | 1 | 1 | | 262 | | |
| 1552 MAGAZINE ST 3 | 3 | \$197,000 | \$230 | 855 | 1 | 1 | | 262 | | |
| 1552 MAGAZINE ST 4 | 4 | \$299,000 | \$205 | 1,452 | 2 | 2 | | 262 | | |
| 1552 MAGAZINE ST 6 | 6 | \$195,000 | \$214 | 907 | 1 | 1 | | 262 | | |
| 1552 MAGAZINE ST 7 | 7 | \$195,000 | \$214 | 907 | 1 | 1 | | 262 | | |
| 1629 COLISEUM ST 2 | 2 | \$299,000 | \$224 | 1,330 | 3 | 3 | 1 | 26 | | |
| 1629 COLISEUM ST 5 | 5 | \$309,000 | \$198 | 1,553 | 2 | 2 | | 56 | | |
| 1703 COLISEUM ST 3 | 3 | \$135,000 | \$322 | 418 | 1 | 1 | | 27 | | |
| 1720 JOSEPHINE ST B | B | \$189,000 | \$201 | 938 | 2 | 1 | | 25 | | |
| 1750 ST CHARLES AV 516 | 516 | \$365,000 | \$242 | 1,507 | 2 | 2 | | 86 | | |
| 1750 ST CHARLES AV 234 | 234 | \$265,000 | \$247 | 1,069 | 1 | 1 | | 371 | | |
| 1750 ST CHARLES AV 302 | 302 | \$439,000 | \$210 | 2,086 | 3 | 2 | | 168 | | |
| 1750 ST CHARLES AV 303 | 303 | \$629,000 | \$313 | 2,009 | 3 | 2 | | 136 | | |
| 1750 ST CHARLES AV 309 | 309 | \$309,000 | \$216 | 1,427 | 2 | 2 | | 391 | | |
| 1750 ST CHARLES AV 310 | 310 | \$330,000 | \$231 | 1,427 | 2 | 2 | | 116 | | |
| 1750 ST CHARLES AV 319 | 319 | \$349,000 | \$244 | 1,427 | 2 | 2 | | 88 | | |
| 1750 ST CHARLES AV 331 | 331 | \$360,000 | \$252 | 1,427 | 2 | 2 | | 40 | | |
| 1750 ST CHARLES AV 334 | 334 | \$269,500 | \$218 | 1,236 | 1 | 1 | | 47 | | |
| 1750 ST CHARLES AV 335 | 335 | \$349,000 | \$239 | 1,455 | 2 | 2 | 0 | 143 | | |
| 1750 ST CHARLES AV 338 | 338 | \$239,000 | \$238 | 1,003 | 1 | 1 | | 112 | | |
| 1750 ST CHARLES AV 502 | 502 | \$329,000 | \$248 | 1,323 | 1 | 1 | | 179 | | |
| 1750 ST CHARLES AV 530 | 530 | \$395,000 | \$201 | 1,960 | 2 | 2 | | 161 | | |
| 1750 ST CHARLES AV 534 | 534 | \$305,000 | \$213 | 1,427 | 2 | 2 | | 146 | | |
| 1750 ST CHARLES AV 541 | 541 | \$289,000 | \$288 | 1,003 | 1 | 1 | | 201 | | |
| 1750 ST CHARLES AV 609 | 609 | \$398,000 | \$278 | 1,427 | 2 | 2 | | 314 | | |
| 1750 ST CHARLES AV 615 | 615 | \$259,000 | \$212 | 1,221 | 1 | 1 | | 209 | | |
| 1750 ST CHARLES AV 627 | 627 | \$439,000 | \$235 | 1,868 | 3 | 2 | | 843 | | |
| 1750 ST CHARLES AV PH-B | PH-B | \$312,000 | \$235 | 1,323 | 1 | 1 | 0 | 210 | | |
| 1783 COLISEUM ST A | A | \$319,000 | \$291 | 1,093 | 2 | 2 | | 542 | | |
| 1783 COLISEUM ST B | B | \$237,000 | \$375 | 631 | 1 | 1 | 0 | 176 | | |
| 1783 COLISEUM ST H | H | \$359,000 | \$328 | 1,093 | 2 | 2 | | 542 | | |
| 1783 COLISEUM ST I | I | \$379,000 | \$299 | 1,265 | 2 | 2 | | 542 | | |
| 1783 COLISEUM ST K | K | \$159,000 | \$389 | 408 | 0 | 1 | | 17 | | |
| 1783 COLISEUM ST R | R | \$139,000 | \$337 | 412 | 0 | 1 | | 542 | | |
| 1805 COLISEUM ST C3 | C3 | \$259,900 | \$151 | 1,711 | 2 | 3 | | 110 | | |
| 1809 COLISEUM ST | | \$399,000 | \$200 | 1,989 | 3 | 2 | | 133 | | |
| 1811 COLISEUM ST A | A | \$379,500 | \$199 | 1,898 | 3 | 2 | | 138 | | |
| 1811 COLISEUM ST B | B | \$339,000 | \$178 | 1,898 | 2 | 2 | 1 | 138 | | |
| 1901 PRYTANIA ST 18 | 18 | \$112,000 | \$246 | 454 | 1 | 1 | | 146 | | |
| 1916 PRYTANIA ST | | \$175,000 | \$293 | 599 | 1 | 1 | | 67 | | |
| 1918 PRYTANIA ST | | \$183,000 | \$296 | 618 | 1 | 1 | | 67 | | |
| 1920 PRYTANIA ST | | \$165,000 | \$266 | 619 | 1 | 1 | | 67 | | |
| 1921 PRYTANIA ST K | K | \$115,000 | \$258 | 445 | 1 | 1 | | 84 | | |
| 1921 PRYTANIA ST N | N | \$97,900 | \$220 | 445 | 1 | 1 | | 39 | | |
| 2012 CAMP ST | | \$179,000 | \$146 | 1,225 | 2 | 1 | 0 | 38 | | |
| 2019 CAMP ST 3 | 3 | \$199,000 | \$220 | 903 | 2 | 2 | | 119 | | |
| 2026 PRYTANIA ST A | A | \$279,000 | \$310 | 898 | 1 | 1 | | 181 | | |
| 2026 PRYTANIA ST D | D | \$269,000 | \$332 | 810 | 1 | 1 | | 181 | | |
| 2100 ST CHARLES AV 12H | 12H | \$269,000 | \$231 | 1,160 | 2 | 2 | | 90 | | |
| 2100 ST CHARLES AV 3-G | 3-G | \$229,500 | \$203 | 1,130 | 2 | 2 | | 57 | | |
| 2100 ST CHARLES AV 4C | 4C | \$299,900 | \$172 | 1,735 | 3 | 2 | | 180 | | |
| 2100 ST CHARLES AV 6H | 6H | \$310,000 | \$267 | 1,160 | 2 | 2 | | 129 | | |
| 2100 ST CHARLES AV 8C | 8C | \$425,000 | \$243 | 1,744 | 3 | 2 | | 36 | | |
| 2100 ST CHARLES AV 9-L | 9-L | \$649,000 | \$296 | 2,187 | 4 | 3 | 1 | 129 | | |
| 2337 MAGAZINE ST B | B | \$309,000 | \$297 | 1,040 | 2 | 2 | | 41 | | |

Table A-6 (Continued)
Orleans Parish Condo Market
MLS Area 65
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|-------------------------|----------|-------------|--------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LPS/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 2337 MAGAZINE ST D | D | \$309,000 | \$297 | 1,040 | 2 | 2 | | 41 | | |
| 2344 LAUREL ST | | \$349,000 | \$179 | 1,949 | 3 | 2 | | 138 | | |
| 2344 LAUREL ST | | \$320,000 | \$164 | 1,949 | 3 | 2 | | 28 | | |
| 2346 LAUREL ST LOWER | LOWER | \$299,000 | \$173 | 1,724 | 3 | 2 | | 28 | | |
| 2348 LAUREL ST UPPER | UPPER | \$320,000 | \$164 | 1,949 | 3 | 2 | | 28 | | |
| 2350 LAUREL ST LOWER | LOWER | \$299,000 | \$173 | 1,724 | 3 | 2 | | 28 | | |
| 2357 LAUREL ST | | \$180,000 | \$208 | 865 | 2 | 1 | | 174 | | |
| 2415 MAGAZINE ST #2 | #2 | \$270,000 | \$256 | 1,051 | 2 | 1 | | 84 | | |
| 2427 CONSTANCE ST 2427 | 2427 | \$139,900 | \$169 | 823 | 1 | 1 | 0 | 85 | | |
| 2434 ST. CHARLES AV 403 | 403 | \$398,000 | \$248 | 1,604 | 2 | 2 | 1 | 783 | | |
| 2511 ST CHARLES AV 405 | 405 | \$260,000 | \$242 | 1,071 | 2 | 1 | | 76 | | |
| 2511 ST CHARLES AV 505 | 505 | \$495,000 | \$215 | 2,300 | 3 | 2 | | 203 | | |
| 2512 MAGAZINE ST H | H | \$269,000 | \$244 | 1,100 | 2 | 1 | | 230 | | |
| 2521 LAUREL ST | | \$149,000 | \$220 | 675 | 2 | 1 | | 59 | | |
| 2529 LAUREL ST | | \$140,000 | \$229 | 610 | 1 | 1 | | 161 | | |
| 2600 ST CHARLES AV 2B | 2B | \$1,560,000 | \$600 | 2,600 | 3 | 3 | | 209 | | |
| 2600 ST CHARLES AV 3B | 3B | \$1,560,000 | \$600 | 2,600 | 3 | 3 | | 273 | | |
| 2600 ST CHARLES AV 4B | 4B | \$1,690,000 | \$650 | 2,600 | 3 | 3 | | 209 | | |
| 2607 ST THOMAS ST | | \$215,000 | \$179 | 1,196 | 2 | 2 | | 76 | | |
| 2609 ST THOMAS ST | | \$235,000 | \$184 | 1,276 | 2 | 2 | | 76 | | |
| 2611 ST THOMAS ST | | \$215,000 | \$179 | 1,196 | 2 | 2 | | 76 | | |
| 2613 ST THOMAS ST | | \$235,000 | \$184 | 1,276 | 2 | 2 | | 76 | | |
| 2615 ST THOMAS ST | | \$215,000 | \$179 | 1,196 | 2 | 2 | | 76 | | |
| 2617 ST THOMAS ST | | \$235,000 | \$184 | 1,276 | 2 | 2 | | 76 | | |
| 2618 CHIPPEWA ST | | \$210,000 | \$164 | 1,276 | 2 | 2 | | 153 | | |
| 2624 CHIPPEWA ST | | \$208,900 | \$163 | 1,276 | 2 | 2 | | 42 | | |
| 2704 CONSTANCE ST | | \$324,000 | \$225 | 1,437 | 2 | 1 | 1 | 145 | | |
| 2716 MAGAZINE ST | | \$229,000 | \$160 | 1,430 | 2 | 2 | | 39 | | |
| 2720 MAGAZINE ST | | \$199,000 | \$270 | 735 | 2 | 1 | | 39 | | |
| 2818 CONSTANCE ST 3 | 3 | \$255,000 | \$271 | 940 | 1 | 1 | | 48 | | |
| 2818 COSNTANCE ST 4 | 4 | \$169,000 | \$252 | 670 | 1 | 1 | | 48 | | |
| 2830 CONSTANCE ST B | B | \$389,000 | \$269 | 1,446 | 2 | 2 | 1 | 159 | | |
| 2836 CONSTANCE ST D | D | \$299,000 | \$280 | 1,066 | 2 | 2 | | 160 | | |
| 2836 CONSTANCE ST E | E | \$389,000 | \$276 | 1,406 | 2 | 2 | 1 | 159 | | |
| 2836 CONSTANCE ST F | F | \$339,000 | \$279 | 1,212 | 2 | 2 | | 159 | | |
| 2855 ST CHARLES AV 105 | 105 | \$129,500 | \$261 | 496 | 1 | 1 | | 3 | | |
| 3000 ST CHARLES AV 411 | 411 | \$349,000 | \$263 | 1,326 | 2 | 2 | | 34 | | |
| 3000 ST CHARLES AV 415 | 415 | \$495,000 | \$272 | 1,815 | 2 | 3 | | 297 | | |
| 3025 CONSTANCE ST | | \$240,000 | \$141 | 1,699 | 2 | 2 | 1 | 41 | | |
| 3025 PRYTANIA ST B | B | \$375,000 | \$200 | 1,871 | 3 | 2 | | 259 | | |
| 3201 CARONDELET ST 101 | 101 | \$185,000 | \$218 | 846 | 2 | 1 | | 229 | | |
| 3201 CARONDELET ST 102 | 102 | \$175,000 | \$206 | 846 | 2 | 1 | | 229 | | |
| 3201 CARONDELET ST 103 | 103 | \$185,000 | \$218 | 846 | 2 | 1 | | 229 | | |
| 3201 CARONDELET ST 104 | 104 | \$179,000 | \$211 | 846 | 2 | 1 | | 229 | | |
| 3201 CARONDELET ST 201 | 201 | \$285,000 | \$240 | 1,184 | 2 | 2 | | 228 | | |
| 3201 CARONDELET ST 202 | 202 | \$285,000 | \$240 | 1,184 | 2 | 2 | | 228 | | |
| 3201 CARONDELET ST 301 | 301 | \$285,000 | \$240 | 1,184 | 2 | 2 | | 228 | | |
| 3201 CARONDELET ST 302 | 302 | \$285,000 | \$240 | 1,184 | 2 | 2 | | 228 | | |
| 3201 ST CHARLES AV 109 | 109 | \$169,000 | \$241 | 700 | 1 | 1 | | 133 | | |
| 3201 ST CHARLES AV 225 | 225 | \$277,900 | \$271 | 1,025 | 2 | 2 | | 70 | | |
| 3201 ST CHARLES AV 300 | 300 | \$210,000 | \$155 | 1,350 | 2 | 2 | | 24 | | |
| 3201 ST CHARLES AV 315 | 315 | \$179,000 | \$113 | 1,578 | 3 | 2 | | 144 | | |
| 3211 PRYTANIA ST 2 | 2 | \$195,000 | \$296 | 657 | 1 | 1 | | 98 | | |
| 3211 PRYTANIA ST 3 | 3 | \$435,000 | \$312 | 1,392 | 2 | 2 | | 98 | | |
| 3211 PRYTANIA ST 4 | 4 | \$225,000 | \$323 | 695 | 1 | 1 | | 98 | | |
| 3211 PRYTANIA ST 5 | 5 | \$455,000 | \$287 | 1,582 | 3 | 2 | 1 | 98 | | |
| 3211 PRYTANIA ST 7 | 7 | \$185,000 | \$293 | 631 | 1 | 1 | | 98 | | |
| 3300 ST CHARLES AV 10 | 10 | \$169,000 | \$421 | 401 | 0 | 1 | | 168 | | |
| 3300 ST CHARLES AV 11 | 11 | \$219,000 | \$506 | 432 | 0 | 1 | | 216 | | |
| 3300 ST CHARLES AV 17 | 17 | \$152,000 | \$362 | 419 | 0 | 1 | | 214 | | |
| 3300 ST CHARLES AV 21 | 21 | \$228,500 | \$391 | 584 | 1 | 1 | | 216 | | |
| 3300 ST CHARLES AV 28 | 28 | \$149,900 | \$371 | 404 | 0 | 1 | | 96 | | |
| 3300 ST CHARLES AV 32 | 32 | \$249,000 | \$397 | 626 | 1 | 1 | | 124 | | |
| 3300 ST CHARLES AV 7 | 7 | \$279,900 | \$350 | 799 | 2 | 1 | | 49 | | |
| 3308 PRYTANIA ST 10 | 10 | \$179,000 | \$337 | 531 | 1 | 1 | | 223 | | |
| 3308 PRYTANIA ST 2 | 2 | \$179,000 | \$337 | 531 | 1 | 1 | | 223 | | |
| 3308 PRYTANIA ST 3 | 3 | \$179,000 | \$337 | 531 | 1 | 1 | | 161 | | |
| 3308 PRYTANIA ST 7 | 7 | \$179,000 | \$337 | 531 | 1 | 1 | | 161 | | |
| 3309 CHESTNUT ST | | \$230,000 | \$238 | 966 | 2 | 1 | | 50 | | |
| 3311 CHESTNUT ST | | \$230,000 | \$238 | 966 | 1 | 1 | | 45 | | |
| 532 FIRST ST | | \$229,900 | \$209 | 1,100 | 2 | 1 | 1 | 83 | | |
| 534 FIRST ST | | \$229,900 | \$209 | 1,100 | 2 | 1 | 1 | 83 | | |
| 617 FOURTH ST | | \$215,000 | \$179 | 1,196 | 2 | 2 | | 76 | | |
| 617 NAPOLEON AV A | A | \$155,000 | \$193 | 800 | 1 | 1 | | 3 | | |
| 619 FOURTH ST | | \$235,000 | \$184 | 1,276 | 3 | 2 | | 76 | | |
| 621 FOURTH ST | | \$215,000 | \$179 | 1,196 | 2 | 2 | | 76 | | |
| 905 WASHINGTON AV | | \$320,000 | \$148 | 2,155 | 2 | 2 | 1 | 61 | | |
| 907 WASHINGTON AV 2 | 2 | \$260,000 | \$162 | 1,600 | 2 | 1 | | 61 | | |

Table A-6 (Continued)
Orleans Parish Condo Market
MLS Area 65
Active and Sold Listings
January 2007 - August 27, 2007

| Sold Listings | | | | | | | | | | | |
|---------------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|--|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF | |
| 1002 JACKSON AV A | A | \$250,000 | \$215 | 1,160 | 2 | 1 | 1 | 140 | \$240,000 | \$206 | |
| 1002 JACKSON AV C | C | \$185,765 | \$265 | 701 | 1 | 1 | | 2 | \$186,765 | \$266 | |
| 1002 JACKSON AV D | D | \$185,000 | \$234 | 790 | 1 | 1 | | 142 | \$182,000 | \$230 | |
| 1002 JACKSON AV E | E | \$179,000 | \$254 | 703 | 1 | 1 | | 91 | \$179,000 | \$254 | |
| 1002 JACKSON AV F | F | \$239,000 | \$257 | 929 | 2 | 2 | | 91 | \$239,000 | \$257 | |
| 1002 JACKSON AV H | H | \$209,000 | \$256 | 815 | 1 | 1 | | 114 | \$205,000 | \$251 | |
| 1002 JACKSON AV I | I | \$197,750 | \$250 | 791 | 1 | 1 | | 22 | \$200,750 | \$253 | |
| 1002 JACKSON AV J | J | \$169,000 | \$265 | 637 | 1 | 1 | | 26 | \$169,000 | \$265 | |
| 1002 JACKSON AV K | K | \$259,000 | \$258 | 1,003 | 2 | 2 | | 76 | \$259,000 | \$258 | |
| 1020 TERPSICHOE ST G | G | \$189,000 | \$226 | 835 | 2 | 1 | | 83 | \$171,150 | \$204 | |
| 1118 ORANGE ST 3 | 3 | \$199,000 | \$307 | 647 | 1 | 1 | | 6 | \$195,000 | \$301 | |
| 1119 ERATO ST #C | #C | \$170,000 | \$346 | 491 | 1 | 1 | | 62 | \$170,000 | \$346 | |
| 1119 ERATO ST E | E | \$379,000 | \$331 | 1,145 | 2 | 2 | | 17 | \$360,000 | \$314 | |
| 1205 ST CHARLES AV 1211 | 1211 | \$179,000 | \$316 | 565 | 1 | 1 | | 8 | \$170,000 | \$300 | |
| 1205 ST CHARLES AV 1314 | 1314 | \$210,000 | \$324 | 648 | 1 | 1 | | 342 | \$200,000 | \$308 | |
| 1205 ST CHARLES AV 1315 | 1315 | \$199,000 | \$307 | 648 | 1 | 1 | | 86 | \$185,000 | \$285 | |
| 1205 ST CHARLES AV 1404 | 1404 | \$129,000 | \$322 | 400 | 1 | 1 | | 34 | \$125,000 | \$312 | |
| 1205 ST CHARLES AV 1413 | 1413 | \$189,900 | \$336 | 565 | 1 | 1 | | 32 | \$185,000 | \$327 | |
| 1205 ST CHARLES AV 317 | 317 | \$150,000 | \$283 | 530 | 1 | 1 | | 328 | \$160,000 | \$301 | |
| 1205 ST CHARLES AV 516 | 516 | \$175,000 | \$309 | 565 | 1 | 1 | | 47 | \$169,000 | \$299 | |
| 1205 ST CHARLES AV 614 | 614 | \$180,000 | \$277 | 648 | 1 | 1 | | 23 | \$175,000 | \$270 | |
| 1205 ST CHARLES AV 706 | 706 | \$129,900 | \$324 | 400 | 0 | 1 | | 22 | \$129,000 | \$322 | |
| 1205 ST CHARLES AV 916 | 916 | \$219,500 | \$388 | 565 | 1 | 1 | | 85 | \$182,500 | \$323 | |
| 1210 CARONDELET ST A | A | \$249,000 | \$171 | 1,452 | 3 | 2 | | 90 | \$239,000 | \$164 | |
| 1210 CARONDELET ST B | B | \$249,000 | \$168 | 1,482 | 3 | 2 | | 117 | \$249,000 | \$168 | |
| 1329 ST ANDREW ST 6 | 6 | \$299,000 | \$270 | 1,104 | 2 | 2 | | 72 | \$292,000 | \$264 | |
| 1370 CAMP ST B | B | \$275,000 | \$232 | 1,185 | 2 | 2 | | 98 | \$265,000 | \$223 | |
| 1372 CAMP ST | | \$299,900 | \$253 | 1,183 | 2 | 2 | | 87 | \$285,000 | \$240 | |
| 1424 MELPOMENE ST | | \$230,000 | \$224 | 1,023 | 2 | 2 | | 14 | \$220,000 | \$215 | |
| 1436 JACKSON AV 4B | 4B | \$349,000 | \$234 | 1,490 | 2 | 2 | | 15 | \$327,400 | \$219 | |
| 1436 JACKSON AV 5B | 5B | \$399,000 | \$267 | 1,490 | 2 | 2 | | 154 | \$389,000 | \$261 | |
| 1440 MAGAZINE ST c | c | \$295,000 | \$211 | 1,392 | 2 | 2 | | 49 | \$275,000 | \$197 | |
| 1441 JACKSON AV 3C | 3C | \$275,000 | \$269 | 1,019 | 2 | 2 | | 93 | \$235,000 | \$230 | |
| 1441 JACKSON AV 5F | 5F | \$199,000 | \$278 | 715 | 1 | 1 | | 1 | \$199,000 | \$278 | |
| 1446 ST.MARYS ST 3 | 3 | \$105,000 | \$290 | 361 | 1 | 1 | | 84 | \$103,000 | \$285 | |
| 1452 ST MARY ST 1 | 1 | \$127,000 | \$271 | 468 | 1 | 1 | | 39 | \$137,000 | \$292 | |
| 1452 ST MARY ST 5 | 5 | \$249,000 | \$275 | 905 | 2 | 2 | | 113 | \$232,500 | \$256 | |
| 1454 ST MARY ST 5 | 5 | \$95,000 | \$250 | 380 | 1 | 1 | | 39 | \$95,000 | \$250 | |
| 1525 CLIO ST 2 | 2 | \$179,000 | \$254 | 702 | 1 | 1 | | 169 | \$173,000 | \$246 | |
| 1525 CLIO ST 3 | 3 | \$139,000 | \$300 | 462 | 0 | 1 | | 128 | \$130,000 | \$281 | |
| 1525 CLIO ST 4 | 4 | \$119,000 | \$280 | 424 | 0 | 1 | | 141 | \$122,570 | \$289 | |
| 1550 SECOND ST 2-H | 2-H | \$219,900 | \$244 | 900 | 1 | 1 | | 20 | \$199,000 | \$221 | |
| 1550 SECOND ST 6-D | 6-D | \$200,000 | \$235 | 850 | 1 | 1 | | 48 | \$186,300 | \$219 | |
| 1750 ST CHARLES AV 340 | 340 | \$489,000 | \$275 | 1,773 | 2 | 2 | | 35 | \$439,000 | \$247 | |
| 1750 ST CHARLES AV 402 | 402 | \$279,000 | \$210 | 1,323 | 1 | 1 | | | \$290,000 | \$219 | |
| 1750 ST CHARLES AV 433 | 433 | \$369,000 | \$258 | 1,427 | 2 | 2 | | 160 | \$335,000 | \$234 | |
| 1750 ST CHARLES AV 540 | 540 | \$349,000 | \$244 | 1,427 | 2 | 2 | | | \$329,000 | \$230 | |
| 1750 ST CHARLES AV Ph-H | Ph-H | \$274,000 | \$224 | 1,222 | 1 | 1 | | 232 | \$265,000 | \$216 | |
| 1783 COLISEUM ST D | D | \$239,000 | \$312 | 766 | 1 | 1 | | 397 | \$235,000 | \$306 | |
| 1783 COLISEUM ST J | J | \$259,000 | \$299 | 864 | 1 | 1 | | 280 | \$255,000 | \$295 | |
| 1783 COLISEUM ST S | S | \$149,000 | \$361 | 412 | 0 | 1 | | 403 | \$136,000 | \$330 | |
| 1919 SOPHIE WRIGHT PL B | 8 | \$195,000 | \$148 | 1,312 | 2 | 1 | 1 | 35 | \$190,000 | \$144 | |
| 1921 PRYTANIA ST G | G | \$112,000 | \$250 | 448 | 1 | 1 | | 27 | \$112,000 | \$250 | |
| 2026 PRYTANIA ST B | B | \$279,000 | \$317 | 880 | 1 | 1 | | 62 | \$283,000 | \$321 | |
| 2026 PRYTANIA ST C | C | \$439,000 | \$195 | 2,251 | 2 | 2 | 1 | 27 | \$420,000 | \$186 | |
| 2100 ST CHARLES AV 6N | 6N | \$128,000 | \$284 | 450 | 0 | 1 | | 114 | \$110,000 | \$244 | |
| 2100 ST CHARLES AV 9J | 9J | \$187,500 | \$246 | 760 | 1 | 1 | | 164 | \$170,000 | \$223 | |
| 2100 ST. CHARLES AV 2-A/N | 2-A/N | \$240,000 | \$200 | 1,200 | 2 | 2 | 0 | 185 | \$198,000 | \$165 | |
| 2100 ST. CHARLES AV 6-J | 6-J | \$195,000 | \$256 | 760 | 1 | 1 | | | \$190,000 | \$250 | |
| 2100 ST. CHARLES AV 8-D | 8-D | \$374,500 | \$250 | 1,498 | 3 | 2 | | 51 | \$360,000 | \$240 | |
| 2601 CARONDELET ST A | A | \$79,000 | \$197 | 400 | 1 | 1 | | 34 | \$75,000 | \$187 | |
| 2601 CARONDELET ST B | B | \$79,000 | \$197 | 400 | 1 | 1 | | 22 | \$77,000 | \$192 | |
| 2601 CARONDELET ST K | K | \$69,000 | \$172 | 400 | 1 | 1 | | 56 | \$62,900 | \$157 | |
| 2619 ST CHARLES AV A | A | \$389,900 | \$263 | 1,479 | 2 | 1 | | 46 | \$340,000 | \$229 | |
| 2619 ST CHARLES AV C | C | \$219,000 | \$253 | 863 | 1 | 1 | | 10 | \$221,000 | \$256 | |
| 2620 CHIPPEWA ST | | \$215,000 | \$168 | 1,276 | 2 | 2 | | 10 | \$215,000 | \$168 | |
| 2622 CHIPPEWA ST | | \$235,000 | \$184 | 1,276 | 2 | 2 | | | \$225,000 | \$176 | |
| 2624 CHIPPEWA ST | | \$235,000 | \$184 | 1,276 | 2 | 2 | | | \$199,000 | \$155 | |
| 2626 CHIPPEWA ST | | \$199,000 | \$155 | 1,276 | 2 | 2 | | 59 | \$199,000 | \$155 | |
| 2628 CHIPPEWA ST | | \$199,000 | \$155 | 1,276 | 2 | 2 | | | \$218,800 | \$171 | |
| 2630 CHIPPEWA ST | | \$205,000 | \$160 | 1,276 | 2 | 2 | | 13 | \$195,000 | \$152 | |
| 2632 CHIPPEWA ST | | \$199,000 | \$155 | 1,276 | 2 | 2 | | 13 | \$199,000 | \$155 | |
| 2718 MAGAZINE ST | | \$249,000 | \$177 | 1,400 | 2 | 2 | | 202 | \$235,000 | \$167 | |
| 2821 ANNUNCIATION ST | | \$209,000 | \$165 | 1,263 | 2 | 1 | | 91 | \$204,000 | \$161 | |
| 2830 CONSTANCE ST A | A | \$389,000 | \$282 | 1,375 | 2 | 2 | | 103 | \$382,000 | \$277 | |
| 2830 CONSTANCE ST C | C | \$389,000 | \$284 | 1,365 | 2 | 2 | | 12 | \$382,000 | \$279 | |
| 2855 ST CHARLES AV 308 | 308 | \$124,500 | \$262 | 474 | 1 | 1 | | 197 | \$114,000 | \$240 | |
| 3000 ST CHARLES AV 207 | 207 | \$235,000 | \$293 | 800 | 1 | 1 | 1 | 59 | \$225,000 | \$281 | |
| 3201 ST. CHARLES AV 307 | 307 | \$249,000 | \$230 | 1,080 | 2 | 2 | | 21 | \$235,000 | \$217 | |
| 3300 ST CHARLES AV 20 | 20 | \$199,000 | \$366 | 543 | 1 | 1 | | 265 | \$185,000 | \$340 | |
| 3300 ST CHARLES AV 4 | 4 | \$120,000 | \$370 | 324 | 1 | 1 | | 124 | \$110,000 | \$339 | |
| 3308 PRYTANIA ST 11 | 11 | \$179,000 | \$337 | 531 | 1 | 1 | | 3 | \$179,000 | \$337 | |
| 3308 PRYTANIA ST 6 | 6 | \$179,000 | \$337 | 531 | 1 | 1 | | 140 | \$179,000 | \$337 | |
| 619 NAPOLEON AV A | A | \$155,000 | \$193 | 800 | 1 | 1 | 0 | 105 | \$153,000 | \$191 | |
| 619 NAPOLEON AV B | B | \$159,000 | \$198 | 800 | 1 | 1 | 0 | 67 | \$160,000 | \$200 | |
| 744 TOLEDANO ST | | \$115,000 | \$218 | 526 | 1 | 1 | | 81 | \$115,000 | \$218 | |

Source: New Orleans Metropolitan Association of Realtors

Table A-7
Orleans Parish Condo Market
MLS Area 65
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|-----------------------------------|----------|-------------|--------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LPS/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 1000 ST CHARLES AV D | D | \$440,000 | \$329 | 1,335 | 2 | 2 | | 166 | | |
| 1000 ST CHARLES AV G | G | \$390,000 | \$292 | 1,335 | 2 | 2 | | 41 | | |
| 1000 ST CHARLES AV PHK | PHK | \$979,000 | \$534 | 1,831 | 2 | 2 | | 454 | | |
| 1041 TCHOUPITOULAS ST | | \$635,000 | \$293 | 2,165 | 2 | 2 | 1 | 13 | | |
| 1100 ANNUNCIATION ST 1001 | 1001 | \$455,000 | \$368 | 1,234 | 2 | 2 | | 45 | | |
| 1100 ANNUNCIATION ST 1109 | 1109 | \$255,000 | \$443 | 575 | 0 | 1 | | 45 | | |
| 1100 ANNUNCIATION ST 1502 | 1502 | \$355,000 | \$448 | 792 | 0 | 1 | | 45 | | |
| 1100 ANNUNCIATION ST 1701 | 1701 | \$515,000 | \$417 | 1,234 | 2 | 2 | | 45 | | |
| 1100 ANNUNCIATION ST 1702 | 1702 | \$375,000 | \$473 | 792 | 0 | 1 | | 45 | | |
| 1100 ANNUNCIATION ST 1802 | 1802 | \$435,000 | \$411 | 1,056 | 1 | 1 | | 96 | | |
| 1100 ANNUNCIATION ST 2301 | 2301 | \$1,150,000 | \$701 | 1,639 | 3 | 3 | | 96 | | |
| 1100 ANNUNCIATION ST 701 | 701 | \$425,000 | \$344 | 1,234 | 2 | 2 | | 45 | | |
| 1100 ANNUNCIATION ST 902 | 902 | \$305,000 | \$385 | 792 | 0 | 1 | | 45 | | |
| 1107 S PETERS ST 203 | 203 | \$269,000 | \$278 | 965 | 1 | 1 | | 111 | | |
| 1107 S PETERS ST 210 | 210 | \$329,900 | \$286 | 1,153 | 1 | 2 | | 70 | | |
| 1107 S PETERS ST 215 | 215 | \$339,000 | \$264 | 1,283 | 2 | 2 | | 5 | | |
| 1107 S PETERS ST 306 | 306 | \$259,900 | \$381 | 682 | 0 | 1 | 0 | 88 | | |
| 1107 S PETERS ST 514 | 514 | \$350,000 | \$308 | 1,133 | 2 | 1 | 1 | 49 | | |
| 1107 S PETERS ST 527 | 527 | \$375,000 | \$325 | 1,152 | 2 | 2 | | 174 | | |
| 1111 S PETERS ST 215 | 215 | \$449,500 | \$254 | 1,765 | 3 | 2 | | 187 | | |
| 1111 S PETERS ST 306 | 306 | \$185,000 | \$370 | 500 | 1 | 1 | | 24 | | |
| 1111 S PETERS ST 316 | 316 | \$230,000 | \$331 | 694 | 1 | 1 | | 13 | | |
| 1111 S PETERS ST 317 | 317 | \$349,000 | \$258 | 1,351 | 1 | 1 | 1 | 118 | | |
| 3 POYDRAS ST 14G/H | 14G/H | \$2,250,000 | \$623 | 3,610 | 3 | 3 | 1 | 164 | | |
| 3 POYDRAS ST 8A | 8A | \$1,700,000 | \$646 | 2,629 | 2 | 2 | 1 | 173 | | |
| 3 POYDRAS ST 8B | 8B | \$999,999 | \$521 | 1,918 | 2 | 2 | | 173 | | |
| 3 POYDRAS ST 9C | 9C | \$1,199,999 | \$634 | 1,890 | 2 | 2 | | 83 | | |
| 3 POYDRAS ST P15-E | P15-E | \$1,995,000 | \$545 | 3,655 | 3 | 3 | 1 | 394 | | |
| 333 GIROD ST 207 | 207 | \$425,000 | \$307 | 1,382 | 2 | 2 | | 20 | | |
| 333 GIROD ST 303 | 303 | \$399,000 | \$313 | 1,274 | 2 | 2 | | 20 | | |
| 333 GIROD ST 305 | 305 | \$399,000 | \$304 | 1,309 | 2 | 2 | | 20 | | |
| 333 GIROD ST 403 | 403 | \$399,000 | \$308 | 1,292 | 2 | 2 | | 20 | | |
| 333 JULIA ST 302 | 302 | \$309,000 | \$320 | 963 | 2 | 2 | | 86 | | |
| 333 JULIA ST 324 | 324 | \$249,000 | \$260 | 956 | 2 | 2 | | 67 | | |
| 333 JULIA ST 506 | 506 | \$269,000 | \$310 | 865 | 2 | 2 | | 74 | | |
| 402 JULIA ST 306 | 306 | \$169,500 | \$318 | 533 | 1 | 1 | | 14 | | |
| 410 NATCHEZ ST 5 | 5 | \$359,000 | \$262 | 1,368 | 1 | 1 | | 82 | | |
| 410 NATCHEZ ST 8 | 8 | \$511,000 | \$319 | 1,600 | 2 | 2 | | 131 | | |
| 423 GRAVIER ST 3A | 3A | \$279,000 | \$259 | 1,075 | 1 | 1 | 1 | 20 | | |
| 423 GRAVIER ST 3B | 3B | \$279,000 | \$248 | 1,125 | 1 | 1 | 1 | 20 | | |
| 441 GRAVIER ST P2 | P2 | \$599,000 | \$288 | 2,079 | 2 | 2 | | 391 | | |
| 448 JULIA ST 218 | 218 | \$275,000 | \$326 | 841 | 1 | 1 | | 108 | | |
| 448 JULIA ST 304 | 304 | \$319,000 | \$355 | 898 | 2 | 1 | | 56 | | |
| 448 JULIA ST 403 | 403 | \$220,000 | \$298 | 737 | 1 | 1 | | 98 | | |
| 450 JOHN CHURCHILL CHASE ST 201 | 201 | \$246,900 | \$313 | 787 | 1 | 1 | | 148 | | |
| 450 JOHN CHURCHILL CHASE ST 101 | 101 | \$327,500 | \$304 | 1,076 | 2 | 2 | | 118 | | |
| 450 JOHN CHURCHILL CHASE ST 204 | 204 | \$351,500 | \$295 | 1,188 | 2 | 2 | | 148 | | |
| 450 JOHN CHURCHILL CHASE ST 207 | 207 | \$344,500 | \$296 | 1,161 | 2 | 2 | | 148 | | |
| 450 JOHN CHURCHILL CHASE ST 208 | 208 | \$379,900 | \$285 | 1,332 | 2 | 2 | | 87 | | |
| 450 JOHN CHURCHILL CHASE ST 304 | 304 | \$357,900 | \$301 | 1,188 | 2 | 2 | | 118 | | |
| 450 JOHN CHURCHILL CHASE ST 307 | 307 | \$349,500 | \$301 | 1,161 | 2 | 2 | | 118 | | |
| 450 JOHN CHURCHILL CHASE ST 308 | 308 | \$355,900 | \$289 | 1,332 | 2 | 2 | | 118 | | |
| 450 JOHN CHURCHILL CHASE ST 401 | 401 | \$224,900 | \$309 | 727 | 1 | 1 | | 87 | | |
| 450 JOHN CHURCHILL CHASE ST 402 | 402 | \$195,900 | \$299 | 654 | 1 | 1 | | 118 | | |
| 450 JOHN CHURCHILL CHASE ST 403 | 403 | \$346,500 | \$324 | 1,068 | 2 | 2 | | 87 | | |
| 450 JOHN CHURCHILL CHASE ST 407 | 407 | \$354,500 | \$305 | 1,161 | 2 | 1 | | 87 | | |
| 601 BARONNE ST | | \$495,000 | \$354 | 1,395 | 2 | 2 | | 10 | | |
| 601 BARONNE ST PH2 | PH2 | \$479,000 | \$356 | 1,344 | 2 | 2 | | 146 | | |
| 610 JOHN CHURCHILL CHASE NO | | \$262,000 | \$257 | 1,018 | 1 | 1 | | 55 | | |
| 610 JOHN CHURCHILL CHASE ST 1, L | 1, L | \$468,000 | \$250 | 1,872 | 2 | 2 | | 19 | | |
| 610 JOHN CHURCHILL CHASE ST 12 | 12 | \$459,000 | \$236 | 1,940 | 2 | 2 | | 125 | | |
| 610 JOHN CHURCHILL CHASE ST 18, L | 18, L | \$449,000 | \$266 | 1,684 | 2 | 2 | | 19 | | |
| 610 JOHN CHURCHILL CHASE ST L14 | L14 | \$572,000 | \$279 | 2,043 | 2 | 2 | | 502 | | |
| 610 JOHN CHURCHILL CHASE ST L20 | L20 | \$399,000 | \$265 | 1,501 | 2 | 2 | | 41 | | |
| 610 JOHN CHURCHILL CHASE ST Lof2 | Lof2 | \$460,000 | \$237 | 1,940 | 2 | 2 | | 285 | | |
| 610 JOHN CHURCHILL CHASE ST P4 | P4 | \$824,500 | \$393 | 2,096 | 2 | 2 | | 110 | | |
| 625 ST CHARLES AV 8A | 8A | \$1,400,000 | \$582 | 2,404 | 3 | 2 | 1 | 5 | | |
| 700 COMMERCE ST 105 | 105 | \$199,900 | \$256 | 779 | 1 | 1 | 1 | 20 | | |
| 700 COMMERCE ST 206 | 206 | \$197,500 | \$266 | 741 | 2 | 1 | | 6 | | |
| 700 COMMERCE ST 222 | 222 | \$192,500 | \$260 | 739 | 2 | 1 | 1 | 127 | | |
| 700 S PETERS ST 408 | 408 | \$299,000 | \$353 | 846 | 1 | 1 | | 6 | | |
| 700 S PETERS ST 512 | 512 | \$429,000 | \$345 | 1,243 | 2 | 2 | | 25 | | |
| 700 S PETERS ST 611 | 611 | \$690,000 | \$380 | 1,812 | 3 | 3 | | 137 | | |
| 700 S PETERS ST 612 | 612 | \$422,000 | \$339 | 1,243 | 2 | 2 | | 87 | | |
| 711 TCHOUPITOULAS ST 305 | 305 | \$795,000 | \$493 | 1,611 | 2 | 2 | | 56 | | |
| 714 GIROD ST PH 1 | PH 1 | \$2,100,000 | \$519 | 4,046 | 4 | 4 | | 207 | | |
| 760 MAGAZINE ST 111 | 111 | \$259,000 | \$321 | 806 | 1 | 1 | | 28 | | |
| 760 MAGAZINE ST 202 | 202 | \$262,000 | \$298 | 877 | 2 | 2 | | 49 | | |
| 760 MAGAZINE ST 211 | 211 | \$269,000 | \$366 | 733 | 1 | 1 | | 161 | | |
| 760 MAGAZINE ST 215 | 215 | \$355,000 | \$297 | 1,194 | 2 | 2 | 1 | 11 | | |
| 760 MAGAZINE ST 307 | 307 | \$324,900 | \$288 | 1,125 | 2 | 2 | | 154 | | |
| 801 ST JOSEPH ST 18 | 18 | \$629,000 | \$302 | 2,076 | 2 | 2 | 1 | 28 | | |
| 801 ST JOSEPH ST 19 | 19 | \$479,000 | \$300 | 1,593 | 2 | 2 | 1 | 48 | | |
| 801 ST JOSEPH ST 8 | 8 | \$424,000 | \$357 | 1,185 | 2 | 2 | | 279 | | |
| 821 PERDIDO ST 2C | 2C | \$339,000 | \$267 | 1,265 | 1 | 1 | | 194 | | |
| 821 PERDIDO ST PH 3 | PH 3 | \$495,000 | \$326 | 1,514 | 2 | 2 | | 198 | | |
| 822 ST CHARLES AV 18 | 18 | \$450,000 | \$330 | 1,360 | 2 | 2 | 1 | 418 | | |
| 822 ST CHARLES AV 21 | 21 | \$465,000 | \$349 | 1,330 | 2 | 2 | | 409 | | |
| 822 ST CHARLES AV 22 | 22 | \$480,000 | \$335 | 1,430 | 2 | 2 | 1 | 307 | | |
| 822 ST CHARLES AV 26 | 26 | \$485,000 | \$357 | 1,355 | 2 | 2 | 1 | 307 | | |
| 822 ST CHARLES AV 29 | 29 | \$495,000 | \$365 | 1,355 | 2 | 2 | 1 | 307 | | |
| 825 LAFAYETTE ST 10 | 10 | \$419,900 | \$255 | 1,642 | 2 | 2 | | 5 | | |
| 825 LAFAYETTE ST 2 | 2 | \$399,000 | \$226 | 1,761 | 2 | 2 | | 159 | | |
| 825 LAFAYETTE ST 9 | 9 | \$519,000 | \$270 | 1,922 | 2 | 2 | | 76 | | |
| 835 JULIA ST 12 | 12 | \$244,948 | \$293 | 836 | 1 | 1 | | 208 | | |
| 835 JULIA ST 15 | 15 | \$449,856 | \$284 | 1,584 | 2 | 2 | | 208 | | |
| 835 JULIA ST 16 | 16 | \$240,250 | \$310 | 775 | 1 | 1 | | 208 | | |
| 835 JULIA ST 18 | 18 | \$209,750 | \$332 | 630 | 1 | 1 | | 208 | | |
| 835 JULIA ST 2 | 2 | \$225,610 | \$293 | 770 | 1 | 1 | | 208 | | |
| 835 JULIA ST 3 | 3 | \$244,948 | \$293 | 836 | 1 | 1 | | 208 | | |
| 835 JULIA ST 4 | 4 | \$225,060 | \$341 | 660 | 1 | 1 | | 208 | | |
| 835 JULIA ST 6 | 6 | \$435,600 | \$275 | 1,584 | 2 | 2 | | 208 | | |
| 835 JULIA ST 7 | 7 | \$235,600 | \$304 | 775 | 1 | 1 | | 208 | | |
| 835 JULIA ST 8 | 8 | \$230,005 | \$293 | 785 | 1 | 1 | | 208 | | |
| 835 JULIA ST 9 | 9 | \$214,200 | \$340 | 630 | 1 | 1 | | 208 | | |
| 835 JULIA ST PH1 | PH1 | \$500,550 | \$355 | 1,410 | 2 | 2 | | 208 | | |
| 835 JULIA ST PH2 | PH2 | \$480,670 | \$355 | 1,354 | 2 | 2 | | 208 | | |
| 835 JULIA ST PH3 | PH3 | \$575,312 | \$328 | 1,754 | 2 | 2 | | 208 | | |

Table A-7 (Continued)
Orleans Parish Condo Market
MLS Area 65
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|----------------------------|----------|-------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 835 JULIA ST PH5 | PH5 | \$359,492 | \$347 | 1,036 | 1 | 1 | | 208 | | |
| 840 TCHOUPITOUILLAS ST 205 | 205 | \$430,000 | \$283 | 1,515 | 2 | 2 | | 231 | | |
| 840 TCHOUPITOUILLAS ST 211 | 211 | \$490,000 | \$290 | 1,688 | 2 | 2 | | 138 | | |
| 840 TCHOUPITOUILLAS ST 309 | 309 | \$399,000 | \$297 | 1,339 | 2 | 2 | | 410 | | |
| 840 TCHOUPITOUILLAS ST 312 | 312 | \$519,000 | \$305 | 1,700 | 3 | 2 | | 416 | | |
| 840 TCHOUPITOUILLAS ST 313 | 313 | \$535,000 | \$311 | 1,719 | 3 | 2 | | 136 | | |
| 840 TCHOUPITOUILLAS ST 314 | 314 | \$492,500 | \$347 | 1,417 | 2 | 2 | | 40 | | |
| 842 CAMP ST 1 | 1 | \$295,000 | \$407 | 724 | 1 | 1 | 1 | 382 | | |
| 842 CAMP ST 3 | 3 | \$287,000 | \$388 | 739 | 1 | 1 | 1 | 103 | | |
| 842 CAMP ST 7 | 7 | \$1,850,000 | \$407 | 4,540 | 2 | 3 | | 39 | | |
| 900 S PETERS ST L3 | L3 | \$549,000 | \$322 | 1,700 | 2 | 2 | | 164 | | |
| 900 ST CHARLES AV 203 | 203 | \$499,000 | \$365 | 1,402 | 2 | 2 | | 305 | | |
| 900 ST CHARLES AV 205 | 205 | \$299,000 | \$305 | 979 | 1 | 1 | | 305 | | |
| 900 ST CHARLES AV 206 | 206 | \$365,000 | \$274 | 1,292 | 2 | 2 | | 305 | | |
| 900 ST CHARLES AV A4 | A4 | \$650,000 | \$286 | 2,271 | 3 | 3 | | 305 | | |
| 909 LAFAYETTE ST 12 | 12 | \$749,500 | \$389 | 1,926 | 3 | 2 | | 83 | | |
| 909 LAFAYETTE ST 9 | 9 | \$609,001 | \$342 | 1,778 | 2 | 2 | | 118 | | |
| 920 POEYFARRE ST 107 | 107 | \$215,000 | \$320 | 670 | 1 | 1 | | 6 | | |
| 920 POEYFARRE ST 129 | 129 | \$218,900 | \$270 | 810 | 1 | 1 | | 31 | | |
| 920 POEYFARRE ST 135 | 135 | \$185,000 | \$313 | 591 | 1 | 1 | | 52 | | |
| 920 POEYFARRE ST 139 | 139 | \$205,000 | \$349 | 587 | 1 | 1 | | 33 | | |
| 920 POEYFARRE ST 141 | 141 | \$198,000 | \$339 | 583 | 1 | 1 | | 53 | | |
| 920 POEYFARRE ST 148 | 148 | \$225,000 | \$421 | 534 | 1 | 1 | | 269 | | |
| 920 POEYFARRE ST 165 | 165 | \$220,000 | \$304 | 723 | 1 | 1 | | 62 | | |
| 920 POEYFARRE ST 167 | 167 | \$199,900 | \$275 | 726 | 0 | 1 | | 84 | | |
| 920 POEYFARRE ST 169 | 169 | \$219,000 | \$302 | 724 | 1 | 1 | | 12 | | |
| 920 POEYFARRE ST 187 | 187 | \$269,000 | \$299 | 897 | 2 | 2 | | 96 | | |
| 920 POEYFARRE ST 212 | 212 | \$219,950 | \$311 | 705 | 1 | 1 | | 152 | | |
| 920 POEYFARRE ST 269 | 269 | \$204,900 | \$281 | 728 | 0 | 1 | | 38 | | |
| 920 POEYFARRE ST 321 | 321 | \$239,900 | \$249 | 961 | 2 | 2 | | 175 | | |
| 920 POEYFARRE ST 326 | 326 | \$239,000 | \$265 | 900 | 1 | 2 | | 133 | | |
| 920 POEYFARRE ST 328 | 328 | \$204,500 | \$331 | 617 | 1 | 1 | | 124 | | |
| 920 POEYFARRE ST 331 | 331 | \$249,331 | \$278 | 895 | 2 | 2 | | 124 | | |
| 920 POEYFARRE ST 348 | 348 | \$242,000 | \$362 | 667 | 1 | 1 | | 79 | | |
| 920 POEYFARRE ST 349 | 349 | \$249,000 | \$262 | 948 | 2 | 2 | | 88 | | |
| 920 POEYFARRE ST 352 | 352 | \$209,352 | \$314 | 665 | 1 | 1 | | 129 | | |
| 920 POEYFARRE ST 375 | 375 | \$222,000 | \$314 | 705 | 1 | 1 | | 24 | | |
| 920 POEYFARRE ST 405 | 405 | \$209,000 | \$293 | 713 | 1 | 1 | | 110 | | |
| 920 POEYFARRE ST 421 | 421 | \$263,000 | \$262 | 1,001 | 2 | 2 | | 57 | | |
| 920 POEYFARRE ST PH 15 | PH 15 | \$389,000 | \$274 | 1,452 | 2 | 2 | | 351 | | |
| 920 POEYFARRE ST PH4 | PH4 | \$460,000 | \$272 | 1,688 | 2 | 2 | | 77 | | |
| 921 LAFAYETTE ST D | D | \$275,000 | \$240 | 1,144 | 1 | 1 | | 41 | | |

| Sold Listings | | | | | | | | | | |
|-----------------------|----------|-------------|---------|-----------|----------|------------|------------|----------------|-------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 1107 PETERS ST 115 | 115 | \$199,000 | \$265 | 750 | 1 | 1 | | 69 | \$190,000 | \$253 |
| 1107 S PETERS ST 119 | 119 | \$308,000 | \$253 | 1,214 | 2 | 2 | | 59 | \$289,000 | \$238 |
| 1107 S PETERS ST 121 | 121 | \$389,000 | \$324 | 1,200 | 2 | 2 | 0 | 24 | \$365,000 | \$304 |
| 1107 S PETERS ST 205 | 205 | \$310,000 | \$307 | 1,007 | 2 | 1 | 1 | 33 | \$299,000 | \$296 |
| 1107 S PETERS ST 206 | 206 | \$289,000 | \$288 | 1,003 | 1 | 1 | | 13 | \$285,000 | \$284 |
| 1107 S PETERS ST 312 | 312 | \$192,000 | \$290 | 660 | 1 | 1 | | 17 | \$185,000 | \$280 |
| 1107 S PETERS ST 410 | 410 | \$285,000 | \$247 | 1,150 | 1 | 2 | | 16 | \$287,000 | \$249 |
| 1107 S PETERS ST 412 | 412 | \$283,000 | \$293 | 965 | 1 | 1 | | 11 | \$270,000 | \$279 |
| 1107 S PETERS ST 423 | 423 | \$179,900 | \$343 | 523 | 0 | 1 | | 6 | \$175,000 | \$334 |
| 1111 S PETER ST 221 | 221 | \$169,000 | \$373 | 453 | 1 | 1 | | 80 | \$159,000 | \$350 |
| 1111 S PETERS DR 405 | 405 | \$399,000 | \$181 | 2,194 | 2 | 2 | 1 | 119 | \$380,000 | \$173 |
| 1111 S PETERS ST 203 | 203 | \$314,500 | \$315 | 996 | 2 | 2 | | 94 | \$303,000 | \$304 |
| 1111 S PETERS ST 207 | 207 | \$169,000 | \$385 | 438 | 1 | 1 | | 7 | \$167,000 | \$381 |
| 1111 S PETERS ST 417 | 417 | \$249,500 | \$265 | 941 | 2 | 1 | | 91 | \$225,000 | \$239 |
| 1301 N RAMPART ST 200 | 200 | \$389,900 | \$324 | 1,203 | 2 | 2 | | 2 | \$389,900 | \$324 |
| 225 GIROD ST 203 | 203 | \$985,000 | \$384 | 2,329 | 2 | 2 | | 16 | \$792,500 | \$340 |
| 3 POYDRAS ST 12B | 12B | \$1,250,000 | \$510 | 2,450 | 2 | 2 | 1 | 15 | \$1,100,000 | \$448 |
| 3 POYDRAS ST 12PHF | 12PHF | \$1,500,000 | \$528 | 2,839 | 2 | 2 | 2 | 221 | \$1,175,000 | \$413 |
| 3 POYDRAS ST 6AB | 6AB | \$2,500,000 | \$548 | 4,557 | 3 | 5 | 1 | 42 | \$2,250,000 | \$493 |
| 3 POYDRAS ST 9B | 9B | \$895,000 | \$466 | 1,918 | 2 | 2 | | 327 | \$835,000 | \$435 |
| 3 POYDRAS ST 9E/F | 9E/F | \$2,300,000 | \$504 | 4,557 | 4 | 4 | 1 | 280 | \$1,800,000 | \$394 |
| 3 POYDRAS ST G-C | G-C | \$799,000 | \$429 | 1,860 | 2 | 2 | | 116 | \$735,000 | \$395 |
| 3 POYDRAS ST GDN-B | GDN-B | \$650,000 | \$433 | 1,500 | 1 | 1 | 1 | 57 | \$617,500 | \$411 |
| 333 JULIA ST 204 | 204 | \$280,000 | \$268 | 1,043 | 1 | 1 | | 140 | \$265,000 | \$254 |
| 333 JULIA ST 206 | 206 | \$265,000 | \$315 | 839 | 2 | 2 | | 285 | \$257,000 | \$306 |
| 333 JULIA ST 218 | 218 | \$171,900 | \$298 | 575 | 1 | 1 | | 98 | \$169,000 | \$293 |
| 333 JULIA ST 219 | 219 | \$299,000 | \$259 | 1,152 | 2 | 2 | | 52 | \$270,000 | \$234 |
| 333 JULIA ST 308 | 308 | \$247,000 | \$344 | 717 | 1 | 1 | | 14 | \$235,000 | \$327 |
| 333 JULIA ST 309 | 309 | \$259,000 | \$291 | 889 | 2 | 2 | | 140 | \$239,000 | \$268 |
| 333 JULIA ST 314 | 314 | \$349,000 | \$313 | 1,112 | 2 | 2 | | 52 | \$330,000 | \$296 |
| 333 JULIA ST 325 | 325 | \$295,000 | \$281 | 1,047 | 2 | 2 | | 95 | \$280,000 | \$267 |
| 333 JULIA ST 326 | 326 | \$249,900 | \$292 | 854 | 2 | 1 | | 9 | \$252,500 | \$295 |
| 333 JULIA ST 328 | 328 | \$249,000 | \$266 | 936 | 2 | 2 | | 136 | \$235,000 | \$251 |
| 333 JULIA ST 406 | 406 | \$249,000 | \$289 | 861 | 2 | 2 | | 52 | \$240,000 | \$278 |
| 333 JULIA ST 420 | 420 | \$299,000 | \$273 | 1,094 | 2 | 2 | | 2 | \$290,000 | \$265 |
| 333 JULIA ST 426 | 426 | \$275,000 | \$318 | 864 | 2 | 1 | | 94 | \$267,000 | \$309 |
| 333 JULIA ST 520 | 520 | \$312,000 | \$271 | 1,149 | 2 | 2 | | 118 | \$302,000 | \$262 |
| 402 JULIA ST 202 | 202 | \$184,900 | \$317 | 583 | 1 | 1 | | 108 | \$183,000 | \$313 |
| 402 JULIA ST 206 | 206 | \$169,900 | \$318 | 533 | 1 | 1 | | 6 | \$169,900 | \$318 |
| 402 JULIA ST 207 | 207 | \$259,500 | \$301 | 862 | 2 | 2 | | 105 | \$259,500 | \$301 |
| 402 JULIA ST 301 | 301 | \$164,500 | \$318 | 517 | 1 | 1 | | 3 | \$164,500 | \$318 |
| 402 JULIA ST 308 | 308 | \$234,900 | \$301 | 779 | 2 | 2 | | 6 | \$234,900 | \$301 |
| 402 JULIA ST 401 | 401 | \$169,500 | \$327 | 517 | 1 | 1 | | 48 | \$169,500 | \$327 |
| 402 JULIA ST 402 | 402 | \$169,900 | \$291 | 583 | 1 | 1 | | 93 | \$169,900 | \$291 |
| 402 JULIA ST 405 | 405 | \$164,900 | \$302 | 545 | 1 | 1 | | 106 | \$162,500 | \$298 |
| 402 JULIA ST 406 | 406 | \$174,900 | \$328 | 533 | 1 | 1 | | 3 | \$175,500 | \$329 |
| 404 NOTRE DAME ST 10 | 10 | \$439,500 | \$309 | 1,421 | 2 | 2 | | 131 | \$420,000 | \$295 |
| 404 NOTRE DAME ST 15 | 15 | \$455,000 | \$237 | 1,918 | 2 | 2 | | 3 | \$455,000 | \$237 |
| 404 NOTRE DAME ST 3 | 3 | \$379,000 | \$292 | 1,294 | 1 | 1 | | 80 | \$340,000 | \$262 |
| 404 NOTRE DAME ST P3 | P3 | \$895,000 | \$392 | 2,280 | 3 | 2 | | 19 | \$866,400 | \$380 |
| 410 NATCHEZ ST 2 | 2 | \$389,500 | \$287 | 1,356 | 2 | 1 | | 114 | \$375,000 | \$276 |
| 416 COMMON ST 10 | 10 | \$499,000 | \$318 | 1,568 | 2 | 2 | | 32 | \$460,000 | \$293 |
| 448 JULIA ST 210 | 210 | \$249,500 | \$328 | 760 | 1 | 1 | | 147 | \$242,500 | \$319 |
| 448 JULIA ST 214 | 214 | \$189,900 | \$322 | 588 | 1 | 1 | | 57 | \$177,000 | \$301 |

Table A-7 (Continued)
Orleans Parish Condo Market
MLS Area 65
Active and Sold Listings
January 2007 - August 27, 2007

| Sold Listings | | | | | | | | | | | |
|---------------------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|--|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF | |
| 448 JULIA ST 307 | 307 | \$219,000 | \$343 | 638 | 1 | 1 | | 8 | \$216,000 | \$338 | |
| 448 JULIA ST 309 | 309 | \$261,000 | \$349 | 746 | 1 | 1 | 0 | 160 | \$245,000 | \$328 | |
| 448 JULIA ST 313 | 313 | \$199,900 | \$326 | 612 | 1 | 1 | | 11 | \$190,000 | \$310 | |
| 448 JULIA ST 401 | 401 | \$210,000 | \$318 | 660 | 1 | 1 | | 66 | \$187,000 | \$283 | |
| 450 JOHN CHURCHILL CHASE DR 202 | 202 | \$180,500 | \$275 | 654 | 1 | 1 | | 284 | \$180,500 | \$275 | |
| 450 JOHN CHURCHILL CHASE ST 203 | 203 | \$338,500 | \$316 | 1,068 | 2 | 2 | | | \$335,500 | \$314 | |
| 450 JOHN CHURCHILL CHASE ST 206 | 206 | \$357,500 | \$292 | 1,221 | 2 | 2 | | | \$357,500 | \$292 | |
| 450 JOHN CHURCHILL CHASE ST 301 | 301 | \$238,500 | \$328 | 727 | 1 | 1 | | 358 | \$238,500 | \$328 | |
| 450 JOHN CHURCHILL CHASE ST 302 | 302 | \$185,500 | \$283 | 654 | 1 | 1 | | 325 | \$185,500 | \$283 | |
| 450 JOHN CHURCHILL CHASE ST 303 | 303 | \$341,900 | \$320 | 1,068 | 2 | 2 | | | \$335,000 | \$313 | |
| 450 JOHN CHURCHILL CHASE ST 305 | 305 | \$295,500 | \$316 | 934 | 2 | 2 | | | \$295,000 | \$315 | |
| 450 JOHN CHURCHILL CHASE ST 306 | 306 | \$379,900 | \$311 | 1,221 | 2 | 2 | | | \$379,900 | \$311 | |
| 450 JOHN CHURCHILL CHASE ST 404 | 404 | \$363,900 | \$306 | 1,188 | 2 | 2 | | | \$363,500 | \$305 | |
| 450 JOHN CHURCHILL CHASE ST 405 | 405 | \$300,500 | \$321 | 934 | 2 | 2 | | | \$300,500 | \$321 | |
| 450 JOHN CHURCHILL CHASE ST 406 | 406 | \$368,500 | \$301 | 1,221 | 2 | 2 | | 337 | \$365,000 | \$298 | |
| 450 JOHN CHURCHILL CHASE ST 501 | 501 | \$252,500 | \$336 | 751 | 1 | 1 | | | \$247,500 | \$329 | |
| 450 JOHN CHURCHILL CHASE ST 502 | 502 | \$194,900 | \$298 | 654 | 1 | 1 | | | \$194,900 | \$298 | |
| 450 JOHN CHURCHILL CHASE ST 503 | 503 | \$766,900 | \$318 | 2,408 | 3 | 3 | | 133 | \$740,000 | \$307 | |
| 528 BARONNE ST 401 | 401 | \$325,000 | \$247 | 1,313 | 1 | 1 | | 26 | \$295,000 | \$224 | |
| 528 BARONNE ST 404 | 404 | \$349,500 | \$263 | 1,328 | 2 | 1 | 1 | 127 | \$325,000 | \$244 | |
| 601 BARONNE ST 2A | 2A | \$450,000 | \$261 | 1,719 | 3 | 2 | | 248 | \$405,000 | \$235 | |
| 610 JOHN CHURCHILL CHASE ST L15 | L15 | \$609,000 | \$279 | 2,179 | 2 | 2 | | 66 | \$605,000 | \$277 | |
| 625 ST CHARLES AV 6C | 6C | \$799,500 | \$394 | 2,028 | 3 | 2 | 1 | 134 | \$750,000 | \$369 | |
| 625 ST CHARLES AV 7C | 7C | \$624,000 | \$429 | 1,452 | 2 | 2 | | 145 | \$590,000 | \$406 | |
| 625 ST CHARLES AV 7E | 7E | \$855,000 | \$417 | 2,046 | 2 | 2 | | 11 | \$787,500 | \$384 | |
| 700 COMMERCE ST 113 | 113 | \$279,000 | \$284 | 980 | 2 | 1 | 1 | 59 | \$260,000 | \$265 | |
| 700 COMMERCE ST 205 | 205 | \$200,000 | \$280 | 714 | 2 | 1 | | 236 | \$180,000 | \$252 | |
| 700 COMMERCE ST 214 | 214 | \$199,000 | \$241 | 825 | 1 | 1 | 1 | 54 | \$180,000 | \$218 | |
| 700 COMMERCE ST 318 | 318 | \$229,000 | \$261 | 875 | 2 | 1 | 1 | 64 | \$196,500 | \$224 | |
| 700 PETERS ST 305 | 305 | \$298,000 | \$354 | 840 | 1 | 1 | | 175 | \$285,000 | \$339 | |
| 700 PETERS ST 308 | 308 | \$319,000 | \$377 | 846 | 1 | 1 | | 35 | \$319,000 | \$377 | |
| 700 PETERS ST 404 | 404 | \$299,000 | \$350 | 854 | 1 | 1 | | 72 | \$285,500 | \$334 | |
| 700 PETERS ST 519 | 519 | \$449,000 | \$360 | 1,244 | 2 | 2 | | | \$360,000 | \$289 | |
| 700 S PETERS ST 417 | 417 | \$415,000 | \$333 | 1,243 | 2 | 2 | | 83 | \$390,000 | \$313 | |
| 700 S PETERS ST 616 | 616 | \$415,000 | \$332 | 1,250 | 2 | 2 | | 43 | \$400,000 | \$320 | |
| 711 TCHOUPITOULAS ST 307 | 307 | \$525,000 | \$426 | 1,231 | 2 | 2 | | 14 | \$525,000 | \$426 | |
| 711 TCHOUPITOULAS ST 308 | 308 | \$675,000 | \$444 | 1,517 | 2 | 2 | | 119 | \$645,000 | \$425 | |
| 711 TCHOUPITOULAS ST 402 | 402 | \$549,000 | \$406 | 1,351 | 1 | 1 | 1 | 137 | \$460,000 | \$340 | |
| 760 MAGAZINE ST 104 | 104 | \$221,000 | \$323 | 684 | 1 | 1 | | | \$221,000 | \$323 | |
| 760 MAGAZINE ST 117 | 117 | \$209,000 | \$334 | 625 | 1 | 1 | | 85 | \$200,000 | \$320 | |
| 760 MAGAZINE ST 213 | 213 | \$284,900 | \$319 | 893 | 1 | 1 | 1 | 55 | \$275,000 | \$307 | |
| 760 MAGAZINE ST 221 | 221 | \$349,000 | \$293 | 1,189 | 2 | 2 | 1 | 137 | \$330,000 | \$277 | |
| 801 ST JOSEPH ST 16 | 16 | \$535,000 | \$333 | 1,604 | 2 | 2 | | 218 | \$470,000 | \$293 | |
| 801 ST JOSEPH ST 2 | 2 | \$350,000 | \$251 | 1,390 | 2 | 2 | | 9 | \$350,000 | \$251 | |
| 814 LAFAYETTE ST A | A | \$129,000 | \$314 | 410 | 1 | 1 | | 10 | \$128,000 | \$312 | |
| 814 LAFAYETTE ST B | B | \$119,000 | \$290 | 410 | 1 | 1 | | 10 | \$122,000 | \$297 | |
| 814 LAFAYETTE ST C | C | \$129,000 | \$314 | 410 | 1 | 1 | | 180 | \$130,500 | \$318 | |
| 814 LAFAYETTE ST D | D | \$119,000 | \$290 | 410 | 1 | 1 | | 153 | \$119,000 | \$290 | |
| 821 PERDIDO ST 3A | 3A | \$649,000 | \$262 | 2,470 | 2 | 2 | | 97 | \$605,000 | \$244 | |
| 825 LAFAYETTE ST 4 | 4 | \$360,000 | \$219 | 1,642 | 2 | 2 | | 28 | \$350,000 | \$213 | |
| 840 TCHOUPITOULAS ST 207 | 207 | \$459,000 | \$310 | 1,479 | 2 | 2 | | 111 | \$425,000 | \$287 | |
| 840 TCHOUPITOULAS ST 301 | 301 | \$299,900 | \$301 | 994 | 1 | 1 | | 7 | \$295,500 | \$297 | |
| 909 LAFAYETTE ST 10 | 10 | \$409,500 | \$261 | 1,565 | 2 | 2 | 0 | 10 | \$400,000 | \$255 | |
| 909 LAFAYETTE ST 11 | 11 | \$237,500 | \$265 | 894 | 1 | 1 | | 190 | \$230,000 | \$257 | |
| 909 LAFAYETTE ST 3 | 3 | \$499,900 | \$281 | 1,776 | 3 | 2 | | 117 | \$490,000 | \$275 | |
| 909 LAFAYETTE ST 4 | 4 | \$392,500 | \$250 | 1,568 | 2 | 2 | | | \$380,000 | \$242 | |
| 920 POEYFARRE NO 257 | 257 | \$279,000 | \$255 | 1,090 | 2 | 2 | | 127 | \$269,500 | \$247 | |
| 920 POEYFARRE ST 111 | 111 | \$180,000 | \$308 | 584 | 1 | 1 | | 16 | \$180,000 | \$308 | |
| 920 POEYFARRE ST 125 | 125 | \$259,000 | \$296 | 875 | 2 | 2 | | 146 | \$240,000 | \$274 | |
| 920 POEYFARRE ST 181 | 181 | \$189,000 | \$287 | 658 | 1 | 1 | | 169 | \$185,000 | \$281 | |
| 920 POEYFARRE ST 211 | 211 | \$223,000 | \$298 | 746 | 1 | 1 | | 46 | \$215,000 | \$288 | |
| 920 POEYFARRE ST 225 | 225 | \$199,900 | \$285 | 700 | 1 | 1 | | 109 | \$199,400 | \$284 | |
| 920 POEYFARRE ST 238 | 238 | \$220,000 | \$364 | 604 | 1 | 1 | | 120 | \$196,000 | \$324 | |
| 920 POEYFARRE ST 241 | 241 | \$195,000 | \$328 | 594 | 1 | 1 | | 38 | \$188,000 | \$316 | |
| 920 POEYFARRE ST 255 | 255 | \$259,000 | \$274 | 943 | 2 | 2 | | 114 | \$255,000 | \$270 | |
| 920 POEYFARRE ST 256 | 256 | \$219,000 | \$326 | 671 | 1 | 1 | | 13 | \$210,000 | \$312 | |
| 920 POEYFARRE ST 264 | 264 | \$331,500 | \$230 | 1,439 | 3 | 2 | | | \$331,500 | \$230 | |
| 920 POEYFARRE ST 264 | 264 | \$353,500 | \$245 | 1,439 | 2 | 2 | | 314 | \$331,500 | \$230 | |
| 920 POEYFARRE ST 285 | 285 | \$203,285 | \$315 | 644 | 1 | 1 | | 34 | \$199,200 | \$309 | |
| 920 POEYFARRE ST 287 | 287 | \$215,000 | \$325 | 660 | 1 | 1 | | 104 | \$215,000 | \$325 | |
| 920 POEYFARRE ST 303 | 303 | \$219,500 | \$300 | 731 | 1 | 1 | | 11 | \$210,000 | \$287 | |
| 920 POEYFARRE ST 304 | 304 | \$237,000 | \$261 | 906 | 2 | 2 | | 168 | \$230,000 | \$253 | |
| 920 POEYFARRE ST 308 | 308 | \$238,000 | \$264 | 900 | 1 | 2 | | 168 | \$235,000 | \$261 | |
| 920 POEYFARRE ST 322 | 322 | \$224,900 | \$285 | 789 | 2 | 2 | | 211 | \$220,000 | \$278 | |
| 920 POEYFARRE ST 341 | 341 | \$269,000 | \$303 | 886 | 2 | 2 | | 19 | \$265,000 | \$299 | |
| 920 POEYFARRE ST 377 | 377 | \$189,000 | \$285 | 662 | 1 | 1 | | 37 | \$189,000 | \$285 | |
| 920 POEYFARRE ST 387 | 387 | \$259,000 | \$275 | 941 | 2 | 2 | | 84 | \$250,000 | \$265 | |
| 920 POEYFARRE ST 406 | 406 | \$204,406 | \$386 | 529 | 1 | 1 | | 26 | \$197,000 | \$372 | |
| 920 POEYFARRE ST 432 | 432 | \$369,500 | \$251 | 1,469 | 3 | 2 | | | \$362,110 | \$246 | |
| 920 POEYFARRE ST PH 5 | PH 5 | \$418,500 | \$260 | 1,606 | 2 | 2 | | 151 | \$385,000 | \$239 | |
| 920 POEYFARRE ST PH11 | PH11 | \$548,000 | \$296 | 1,848 | 3 | 2 | | 278 | \$515,000 | \$278 | |

Source: New Orleans Metropolitan Association of Realtors

Table A-8
Orleans Parish Condo Market
MLS Area 69
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|------------------------|-----------------|-------------------|----------------|------------------|-----------------|-------------------|-------------------|-----------------------|-------------------|----------------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 232 LAKE MARINA AV PH1 | PH1 | \$1,925,000 | \$592 | 3,248 | 3 | 3 | | 31 | | |
| 232 LAKE MARINA DR 12A | 12A | \$1,095,000 | \$415 | 2,633 | 2 | 2 | 1 | 69 | | |
| 232 LAKE MARINA DR 6-A | 6-A | \$975,000 | \$370 | 2,633 | 2 | 2 | 1 | 95 | | |
| 244 JEWEL ST A | A | \$199,000 | \$182 | 1,092 | 2 | 1 | | 145 | | |
| 244 JEWEL ST C | C | \$175,000 | \$160 | 1,092 | 2 | 1 | | 145 | | |
| 244 JEWEL ST D | D | \$219,000 | \$171 | 1,280 | 2 | 1 | | 145 | | |
| 300 LAKE MARINA AV 8-C | 8-C | \$279,500 | \$310 | 900 | 1 | 1 | | 43 | | |
| 300 LAKE MARINA DR 15A | 15A | \$850,000 | \$482 | 1,760 | 3 | 2 | | 227 | | |
| 300 LAKE MARINA DR 4BW | 4BW | \$249,500 | \$199 | 1,250 | 2 | 2 | | 62 | | |
| 300 LAKE MARINA DR 5BE | 5BE | \$329,000 | \$263 | 1,250 | 2 | 2 | | 195 | | |
| 300 LAKE MARINA DR 9C | 9C | \$245,000 | \$272 | 900 | 1 | 1 | | 53 | | |
| 309 OPAL ST 2A | 2A | \$295,000 | \$226 | 1,300 | 2 | 2 | | 152 | | |
| 309 OPAL ST 3E | 3E | \$325,000 | \$250 | 1,300 | 2 | 2 | | 152 | | |
| 318 LAKE MARINA DR 104 | 104 | \$135,000 | \$150 | 900 | 1 | 1 | 1 | 24 | | |
| 318 LAKE MARINA DR 105 | 105 | \$155,000 | \$172 | 900 | 2 | 2 | | 8 | | |
| 318 LAKE MARINA DR 117 | 117 | \$125,900 | \$139 | 900 | 1 | 1 | | 103 | | |
| 318 LAKE MARINA DR 205 | 205 | \$149,000 | \$163 | 913 | 2 | 2 | | 157 | | |
| 318 LAKE MARINA DR 223 | 223 | \$144,900 | \$222 | 650 | 1 | 1 | 1 | 128 | | |
| 318 LAKE MARINA DR 304 | 304 | \$192,000 | \$240 | 800 | 2 | 1 | 1 | 31 | | |
| 318 LAKE MARINA DR 319 | 319 | \$165,000 | \$156 | 1,055 | 2 | 2 | | 88 | | |
| 318 LAKE MARINA DR 321 | 321 | \$155,000 | \$150 | 1,032 | 2 | 2 | | 129 | | |
| 318 LAKE MARINA DR 326 | 326 | \$119,500 | \$167 | 713 | 1 | 1 | 1 | 49 | | |
| 7300 LAKESHORE DR 2 | 2 | \$299,000 | \$180 | 1,656 | 2 | 2 | 1 | 59 | | |
| 7300 LAKESHORE DR 26 | 26 | \$699,000 | \$317 | 2,200 | 3 | 2 | 1 | 17 | | |
| 8654 PONTCHARTRAIN BL | | \$475,000 | \$164 | 2,880 | 4 | 4 | 1 | 139 | | |

| Sold Listings | | | | | | | | | | |
|-------------------------|-----------------|-------------------|----------------|------------------|-----------------|-------------------|-------------------|-----------------------|-------------------|----------------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 209 OPAL ST | | \$214,500 | \$207 | 1,032 | 2 | 2 | | 75 | \$207,000 | \$200 |
| 232 LAKE MARINA DR 6B | 6B | \$965,000 | \$303 | 3,180 | 3 | 2 | 1 | 238 | \$916,500 | \$288 |
| 244 JEWEL ST B | B | \$199,000 | \$182 | 1,092 | 2 | 1 | | 59 | \$199,000 | \$182 |
| 300 LAKE MARINA DR 12A | 12A | \$399,000 | \$226 | 1,760 | 3 | 2 | | 516 | \$321,800 | \$182 |
| 300 LAKE MARINA DR 5C | 5C | \$235,000 | \$261 | 900 | 1 | 1 | | 38 | \$210,000 | \$233 |
| 300 LAKE MARINA DR 8A | 8A | \$369,000 | \$209 | 1,760 | 3 | 2 | | 266 | \$330,000 | \$187 |
| 300 LAKE MARINA DR 8BW | 8BW | \$290,000 | \$232 | 1,250 | 2 | 2 | | 47 | \$278,000 | \$222 |
| 318 LAKE MARINA DR 102 | 102 | \$135,000 | \$146 | 923 | 1 | 1 | 1 | 10 | \$130,000 | \$140 |
| 318 LAKE MARINA DR 207 | 207 | \$149,900 | \$179 | 836 | 1 | 1 | 1 | 107 | \$130,000 | \$155 |
| 318 LAKE MARINA DR 211 | 211 | \$155,000 | \$172 | 900 | 2 | 2 | | 97 | \$140,000 | \$155 |
| 318 LAKE MARINA DR 303 | 303 | \$175,000 | \$192 | 910 | 2 | 1 | 1 | 158 | \$165,000 | \$181 |
| 318 LAKE MARINA DR 315 | 315 | \$110,000 | \$152 | 720 | 1 | 1 | | 20 | \$112,500 | \$156 |
| 7300 LAKESHORE DR 31 | 31 | \$408,000 | \$188 | 2,160 | 2 | 2 | 1 | 400 | \$395,000 | \$182 |
| 7300 LAKESHORE DR 36 | 36 | \$399,900 | \$163 | 2,448 | 3 | 3 | 1 | | \$320,000 | \$130 |
| 7301 WEST END BL A | A | \$229,000 | \$214 | 1,067 | 2 | 2 | | 90 | \$215,000 | \$201 |
| 8654 PONTCHARTRAIN BL 7 | 7 | \$395,000 | \$141 | 2,800 | 4 | 3 | 1 | 17 | \$375,000 | \$133 |

Source: New Orleans Metropolitan Association of Realtors

Table A-9
Orleans Parish Condo Market
MLS Area 71
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|-------------------------|----------|-------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LPS/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 1002 BIENVILLE ST 1 | 1 | \$294,000 | \$527 | 557 | | 1 | 1 | 75 | | |
| 1002 BIENVILLE ST 2 | 2 | \$469,000 | \$241 | 1,940 | | 3 | 2 | 1 | 55 | |
| 1002 BIENVILLE ST 3 | 3 | \$169,900 | \$355 | 478 | | 1 | 1 | 55 | | |
| 1004 ESPLANADE AV D | D | \$275,000 | \$450 | 610 | | 1 | 1 | 41 | | |
| 1004 GOV NICHOLS ST D | D | \$169,000 | \$512 | 330 | | 1 | 1 | 40 | | |
| 1005 BARRACKS ST 7 | 7 | \$260,000 | \$448 | 580 | | 1 | 1 | 354 | | |
| 1005 BARRACKS ST 7 | 7 | \$260,000 | \$448 | 580 | | 1 | 1 | 354 | | |
| 1010 ST PETER ST | | \$379,900 | \$316 | 1,200 | | 2 | 2 | 0 | 151 | |
| 1014 ESPLANADE AV 4 | 4 | \$289,000 | \$461 | 626 | | 1 | 1 | 26 | | |
| 1016 ESPLANADE AV 3 | 3 | \$299,000 | \$477 | 626 | | 1 | 1 | 14 | | |
| 1016 ST ANN ST | | \$295,000 | \$273 | 1,077 | | 2 | 2 | 86 | | |
| 1018 ST ANN ST | | \$265,000 | \$252 | 1,051 | | 2 | 2 | 86 | | |
| 1020 ESPLANADE AV 103 | 103 | \$424,900 | \$340 | 1,248 | | 2 | 2 | 553 | | |
| 1020 ESPLANADE AV 205 | 205 | \$325,000 | \$360 | 902 | | 2 | 1 | 1 | 201 | |
| 1022 ST PETER ST 107 | 107 | \$438,000 | \$378 | 1,156 | | 2 | 2 | 101 | | |
| 1022 ST PETER ST 108 | 108 | \$248,000 | \$478 | 518 | | 1 | 1 | 49 | | |
| 1022 ST PETER ST 210 | 210 | \$325,000 | \$373 | 870 | | 1 | 1 | 1 | 336 | |
| 1022 TOULOUSE ST PC21 | PC21 | \$314,900 | \$459 | 686 | | 2 | 1 | 14 | | |
| 1025 BIENVILLE ST A | A | \$475,000 | \$261 | 1,813 | | 3 | 2 | 31 | | |
| 1025 BIENVILLE ST B | B | \$495,000 | \$262 | 1,889 | | 4 | 2 | 31 | | |
| 1025 BIENVILLE ST C | C | \$675,000 | \$300 | 2,248 | | 3 | 2 | 31 | | |
| 1025 BIENVILLE ST D | D | \$695,000 | \$299 | 2,318 | | 4 | 2 | 31 | | |
| 1119 DAUPHINE ST 8 | 8 | \$205,000 | \$508 | 403 | | 1 | 1 | 20 | | |
| 1133 ROYAL ST 3 | 3 | \$525,000 | \$512 | 1,025 | | 2 | 2 | 200 | | |
| 1133 ROYAL ST 4D | 4D | \$285,000 | \$279 | 1,018 | | 2 | 1 | 116 | | |
| 1137 BURGUNDY ST | | \$289,900 | \$381 | 759 | | 2 | 2 | 251 | | |
| 1140 DECATUR ST 5 | 5 | \$575,000 | \$357 | 1,610 | | 2 | 1 | 70 | | |
| 1204 CHARTRES ST 9 | 9 | \$212,000 | \$400 | 530 | | 1 | 1 | 1 | 96 | |
| 1217 ROYAL ST 6 | 6 | \$295,000 | \$714 | 413 | | 1 | 1 | 196 | | |
| 1228 BOURBON ST B/2 | B/2 | \$435,000 | \$348 | 1,250 | | 1 | 1 | 1 | 119 | |
| 1228 ROYAL ST 5 | 5 | \$184,170 | \$790 | 233 | | 0 | 1 | 90 | | |
| 1230 BOURBON ST | | \$378,000 | \$372 | 1,015 | | 2 | 1 | 103 | | |
| 1230 DAUPHINE ST | | \$335,000 | \$347 | 965 | | 1 | 1 | 2 | | |
| 1231 DECATUR ST C | C | \$449,000 | \$398 | 1,126 | | 1 | 1 | 15 | | |
| 1231 DECATUR ST D | D | \$124,000 | \$590 | 210 | | 0 | 1 | 15 | | |
| 1231 DECATUR ST E | E | \$699,000 | \$299 | 2,334 | | 3 | 2 | 1 | 15 | |
| 1231 DECATUR ST F | F | \$124,000 | \$590 | 210 | | 0 | 1 | 17 | | |
| 1233 DECATUR ST 8 | 8 | \$249,900 | \$411 | 608 | | 1 | 1 | 214 | | |
| 1323 DAUPHINE ST 4 | 4 | \$159,000 | \$288 | 551 | | 1 | 1 | 98 | | |
| 215 N PETERS ST D | D | \$649,000 | \$317 | 2,046 | | 3 | 2 | 1 | 53 | |
| 223 N PETERS ST 2A | 2A | \$429,000 | \$289 | 1,482 | | 2 | 2 | 52 | | |
| 223 NORTH PETERS ST | | \$449,000 | \$408 | 1,100 | | 2 | 2 | 5 | | |
| 232 DECATUR ST | | \$369,700 | \$358 | 1,032 | | 1 | 1 | 259 | | |
| 232 DECATUR ST 3C | 3C | \$525,000 | \$420 | 1,250 | | 2 | 2 | 47 | | |
| 232 DECATUR ST 4A | 4A | \$349,000 | \$349 | 1,000 | | 1 | 1 | 163 | | |
| 235 BURGUNDY ST 2 | 2 | \$487,000 | \$298 | 1,630 | | 2 | 1 | 1 | 89 | |
| 320 EXCHANGE ALLEY OT 8 | 8 | \$429,000 | \$371 | 1,155 | | 1 | 1 | 1 | 12 | |
| 407 BURGUNDY ST 2 | 2 | \$285,000 | \$462 | 616 | | 2 | 1 | 10 | | |
| 418 BURGUNDY ST 9 | 9 | \$159,500 | \$455 | 350 | | 1 | 1 | 331 | | |
| 421 BURGUNDY ST 4 | 4 | \$140,180 | \$430 | 326 | | 1 | 1 | 82 | | |
| 421 BURGUNDY ST 6 | 6 | \$235,000 | \$421 | 558 | | 1 | 1 | 83 | | |
| 431 ROYAL ST 3 | 3 | \$375,000 | \$464 | 808 | | 2 | 1 | 53 | | |
| 431 ROYAL ST 5 | 5 | \$675,000 | \$553 | 1,220 | | 2 | 2 | 53 | | |
| 431 ROYAL ST 6 | 6 | \$350,000 | \$433 | 808 | | 2 | 1 | 53 | | |
| 431 ROYAL ST 7 | 7 | \$225,000 | \$316 | 710 | | 1 | 1 | 33 | | |
| 431 ROYAL ST 8 | 8 | \$325,000 | \$316 | 1,028 | | 2 | 1 | 53 | | |
| 509 BURGUNDY ST 3 | 3 | \$137,500 | \$360 | 381 | | 1 | 1 | 325 | | |
| 509 BURGUNDY ST A | A | \$325,000 | \$353 | 920 | | 2 | 2 | 325 | | |
| 509 BURGUNDY ST B | B | \$195,000 | \$269 | 723 | | 1 | 1 | 325 | | |
| 514 DUMAINE ST 4 | 4 | \$239,000 | \$489 | 488 | | 1 | 1 | 103 | | |
| 514 DUMAINE ST 7 | 7 | \$160,000 | \$414 | 386 | | 1 | 1 | 103 | | |
| 517 DUMAINE ST 1 | 1 | \$245,400 | \$600 | 409 | | 1 | 1 | 381 | | |
| 517 DUMAINE ST 11 | 11 | \$175,000 | \$729 | 240 | | 1 | 1 | 381 | | |
| 517 DUMAINE ST 12 | 12 | \$190,000 | \$641 | 296 | | 1 | 1 | 381 | | |
| 517 DUMAINE ST 13 | 13 | \$725,400 | \$600 | 1,209 | | 2 | 3 | 381 | | |
| 517 DUMAINE ST 14 | 14 | \$751,200 | \$600 | 1,252 | | 2 | 2 | 1 | 381 | |
| 517 DUMAINE ST 4 | 4 | \$210,000 | \$591 | 355 | | 1 | 1 | 381 | | |
| 517 DUMAINE ST 5 | 5 | \$285,000 | \$656 | 434 | | 1 | 1 | 381 | | |
| 517 DUMAINE ST 6 | 6 | \$312,000 | \$635 | 491 | | 1 | 1 | 1 | 381 | |
| 517 DUMAINE ST 7 | 7 | \$210,000 | \$596 | 352 | | 1 | 1 | 1 | 381 | |
| 517 DUMAINE ST 8 | 8 | \$285,000 | \$662 | 430 | | 1 | 1 | 1 | 381 | |
| 517 DUMAINE ST 9 | 9 | \$312,000 | \$641 | 486 | | 1 | 1 | 1 | 381 | |
| 524 SAINT PHILIP ST 1B | 1B | \$419,000 | \$448 | 934 | | 1 | 1 | 60 | | |
| 528 DAUPHINE ST | | \$385,000 | \$346 | 1,112 | | 2 | 2 | 1 | 496 | |
| 528 N RAMPART ST 5 | 5 | \$129,000 | \$430 | 300 | | 0 | 1 | 0 | 320 | |
| 530 ST PHILIP ST 4 | 4 | \$409,000 | \$312 | 1,308 | | 2 | 1 | 160 | | |
| 535 ST PHILIP ST 2 & 3 | 2 & 3 | \$399,500 | \$342 | 1,168 | | 2 | 2 | 550 | | |
| 538 MADISON ST 1B | 1B | \$319,000 | \$443 | 719 | | 1 | 1 | 186 | | |
| 539 TOULOUSE ST A | A | \$197,000 | \$698 | 282 | | 0 | 1 | 21 | | |
| 539 TOULOUSE ST B | B | \$289,900 | \$331 | 874 | | 2 | 2 | 10 | | |
| 539 TOULOUSE ST C | C | \$199,900 | \$306 | 652 | | 1 | 1 | 227 | | |
| 539 TOULOUSE ST D | D | \$170,000 | \$485 | 350 | | 0 | 1 | 213 | | |
| 539 TOULOUSE ST F | F | \$234,900 | \$307 | 763 | | 2 | 1 | 62 | | |
| 610 N RAMPART ST A | A | \$249,500 | \$345 | 723 | | 1 | 1 | 130 | | |
| 617 DAUPHINE ST 9 | 9 | \$289,000 | \$555 | 520 | | 2 | 1 | 124 | | |
| 620 DECATUR ST K | K | \$1,890,000 | \$1,033 | 1,828 | | 2 | 2 | 1 | 114 | |
| 621 ST. PETERS ST D | D | \$315,000 | \$670 | 470 | | 0 | 1 | 147 | | |
| 625 BURGUNDY ST 1 | 1 | \$350,000 | \$409 | 855 | | 1 | 1 | 1 | 224 | |
| 627 BURGUNDY ST 5 | 5 | \$282,000 | \$469 | 601 | | 1 | 1 | 2 | | |
| 631 ST PETER ST 4 | 4 | \$269,000 | \$327 | 821 | | 2 | 2 | 4 | | |
| 631 ST. PETER ST | | \$94,000 | \$508 | 185 | | 1 | 1 | 110 | | |
| 633 ST PETER ST 3 | 3 | \$295,000 | \$423 | 697 | | 2 | 2 | 70 | | |
| 710 ROYAL ST 3 | 3 | \$360,000 | \$658 | 547 | | 1 | 1 | 40 | | |
| 727 BARRACKS ST 8 | 8 | \$262,500 | \$593 | 442 | | 1 | 1 | 20 | | |
| 731 DAUPHINE ST B | B | \$397,000 | \$467 | 850 | | 1 | 2 | 77 | | |
| 734 DAUPHINE ST 1 | 1 | \$224,000 | \$405 | 553 | | 1 | 1 | 171 | | |
| 734 DAUPHINE ST 4 | 4 | \$299,000 | \$409 | 730 | | 2 | 2 | 147 | | |
| 808 DAUPHINE ST | | \$346,500 | \$330 | 1,049 | | 2 | 2 | 181 | | |
| 810 ST. PETER ST 9 | 9 | \$210,000 | \$403 | 520 | | 1 | 1 | 1315 | | |
| 812 ESPLANADE AV 4 | 4 | \$199,000 | \$411 | 484 | | 1 | 1 | 21 | | |
| 817 BURGUNDY ST A | A | \$365,000 | \$584 | 624 | | 1 | 1 | 160 | | |
| 817 BURGUNDY ST C | C | \$269,000 | \$347 | 831 | | 1 | 1 | 87 | | |
| 820 ESPLANADE AV 2 | 2 | \$155,000 | \$334 | 464 | | 0 | 1 | 41 | | |
| 823 BURGUNDY ST A | A | \$295,000 | \$467 | 631 | | 1 | 1 | 158 | | |
| 827 BURGUNDY ST A | A | \$299,900 | \$551 | 544 | | 1 | 1 | 109 | | |
| 827 BURGUNDY ST D | D | \$214,900 | \$619 | 347 | | 1 | 1 | 109 | | |
| 831 ST PETER ST 2 | 2 | \$549,000 | \$494 | 1,110 | | 2 | 1 | 120 | | |
| 834 N RAMPART ST 3 | 3 | \$110,000 | \$336 | 327 | | 1 | 1 | 68 | | |

Table A-9 (Continued)
Orleans Parish Condo Market
MLS Area 71
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|------------------------|-----------------|-------------------|----------------|------------------|-----------------|-------------------|-------------------|-----------------------|-------------------|----------------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 835 ST LOUIS ST A | A | \$295,000 | \$352 | 837 | 2 | 2 | 0 | 160 | | |
| 836 N RAMPART ST 2 | 2 | \$350,000 | \$350 | 999 | 1 | 1 | | 39 | | |
| 836 ST PETER ST 5 | 5 | \$189,000 | \$468 | 403 | 0 | 1 | | 250 | | |
| 837 ROYAL ST M | M | \$524,500 | \$570 | 919 | 2 | 2 | | 40 | | |
| 904 ST ANN ST | | \$299,000 | \$307 | 972 | 2 | 1 | | 180 | | |
| 905 TOULOUSE ST 2 | 2 | \$299,900 | \$416 | 720 | 1 | 1 | 0 | 167 | | |
| 914 ST LOUIS ST A | A | \$174,900 | \$499 | 350 | 0 | 1 | | 94 | | |
| 917 TOULOUSE ST 2 | 2 | \$425,000 | \$566 | 750 | 1 | 1 | | 301 | | |
| 917 TOULOUSE ST 7 | 7 | \$825,000 | \$385 | 2,140 | 2 | 2 | | 487 | | |
| 920 ST LOUIS ST 1 | 1 | \$689,000 | \$498 | 1,383 | 2 | 2 | 1 | 210 | | |
| 920 ST LOUIS ST 2 | 2 | \$559,000 | \$518 | 1,079 | 2 | 1 | 1 | 249 | | |
| 920 ST LOUIS ST 3 | 3 | \$579,000 | \$535 | 1,082 | 2 | 2 | | 210 | | |
| 920 ST LOUIS ST 4 | 4 | \$259,000 | \$591 | 438 | 0 | 1 | | 210 | | |
| 920 ST LOUIS ST 5 | 5 | \$579,000 | \$496 | 1,165 | 2 | 1 | 1 | 210 | | |
| 920 ST LOUIS ST 7 | 7 | \$589,000 | \$522 | 1,127 | 2 | 1 | 1 | 210 | | |
| 920 ST LOUIS ST 8 | 8 | \$789,000 | \$481 | 1,640 | 2 | 2 | | 210 | | |
| 920 ST LOUIS ST 9 | 9 | \$523,000 | \$473 | 1,104 | 2 | 2 | | 210 | | |
| 921 DUMAINE ST B | B | \$675,000 | \$363 | 1,856 | 3 | 3 | | 77 | | |
| 929 DUMAINE ST 1 | 1 | \$132,000 | \$500 | 264 | 1 | 1 | | 157 | | |
| 929 DUMAINE ST 10 | 10 | \$134,000 | \$500 | 268 | 1 | 1 | | 154 | | |
| 929 DUMAINE ST 11 | 11 | \$208,500 | \$500 | 417 | 1 | 1 | | 154 | | |
| 929 DUMAINE ST 12 | 12 | \$247,500 | \$556 | 445 | 1 | 1 | | 154 | | |
| 929 DUMAINE ST 14 | 14 | \$209,000 | \$500 | 418 | 1 | 1 | | 154 | | |
| 929 DUMAINE ST 15 | 15 | \$291,000 | \$500 | 582 | 1 | 1 | | 154 | | |
| 929 DUMAINE ST 16 | 16 | \$223,000 | \$500 | 446 | 1 | 1 | | 154 | | |
| 929 DUMAINE ST 17 | 17 | \$140,500 | \$500 | 281 | 1 | 1 | | 154 | | |
| 929 DUMAINE ST 18 | 18 | \$131,000 | \$500 | 262 | 1 | 1 | | 157 | | |
| 929 DUMAINE ST 2 | 2 | \$132,000 | \$500 | 264 | 1 | 1 | | 157 | | |
| 929 DUMAINE ST 3 | 3 | \$151,500 | \$500 | 303 | 1 | 1 | | 157 | | |
| 929 DUMAINE ST 6 | 6 | \$119,500 | \$500 | 239 | 1 | 1 | | 154 | | |
| 929 DUMAINE ST 8 | 8 | \$119,500 | \$500 | 239 | 1 | 1 | | 154 | | |
| 930 BOURBON ST | | \$563,000 | \$555 | 1,014 | 2 | 1 | | 84 | | |
| 931 CHARTRES ST 10 | 10 | \$199,000 | \$361 | 550 | 1 | 1 | | 194 | | |
| 931 ST PETER ST | | \$495,000 | \$487 | 1,015 | 2 | 2 | | 493 | | |
| 933 CHARTRES ST 17 | 17 | \$219,000 | \$387 | 565 | 1 | 1 | | 314 | | |
| 935 BURGUNDY ST 3 | 3 | \$169,000 | \$419 | 403 | 1 | 1 | | 86 | | |
| 936 CONTI ST 12 | 12 | \$349,900 | \$369 | 947 | 2 | 1 | 1 | 327 | | |
| 936 CONTI ST 2 - 3 | 2-3 | \$699,500 | \$358 | 1,950 | 2 | 3 | | 28 | | |
| 936 CONTI ST 4 | 4 | \$450,000 | \$324 | 1,386 | 2 | 2 | | 80 | | |
| 936 CONTI ST 7 | 7 | \$299,000 | \$378 | 790 | 1 | 1 | 1 | 234 | | |

Table A-9 (Continued)
Orleans Parish Condo Market
MLS Area 71
Active and Sold Listings
January 2007 - August 27, 2007

| Sold Listings | | | | | | | | | | |
|----------------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 1004 ESPLANADE AV 1 | 1 | \$500,000 | \$334 | 1,493 | 2 | 2 | | 133 | \$450,000 | \$301 |
| 1004 ESPLANADE AV 2 | 2 | \$525,000 | \$324 | 1,617 | 2 | 2 | | 153 | \$500,000 | \$309 |
| 1004 ESPLANADE AV 3 | 3 | \$225,000 | \$202 | 1,113 | 2 | 1 | | 145 | \$225,000 | \$202 |
| 1012 ST. PETER ST 1 | 1 | \$219,000 | \$409 | 535 | 1 | 1 | | 223 | \$210,000 | \$392 |
| 1015 BURGUNDY ST 6 | 6 | \$145,000 | \$407 | 356 | 1 | 1 | | 88 | \$133,500 | \$375 |
| 1018 ROYAL ST 7 | 7 | \$215,000 | \$565 | 380 | 1 | 1 | | 18 | \$200,000 | \$526 |
| 1022 ST PETER ST 201 | 201 | \$449,000 | \$214 | 2,096 | 2 | 2 | | 265 | \$448,700 | \$214 |
| 1022 ST PETER ST 205 | 205 | \$300,000 | \$320 | 936 | 1 | 1 | 1 | 14 | \$289,000 | \$308 |
| 1022 ST PETER ST 208 | 208 | \$325,000 | \$311 | 1,042 | 1 | 1 | 1 | 149 | \$295,000 | \$283 |
| 1022 ST PETER ST 413 | 413 | \$349,000 | \$334 | 1,044 | 2 | 1 | 1 | 151 | \$320,000 | \$306 |
| 1100 ROYAL ST 5 | 5 | \$375,000 | \$570 | 657 | 1 | 1 | 1 | 395 | \$300,000 | \$456 |
| 1125 ROYAL ST 3 | 3 | \$219,000 | \$266 | 822 | 1 | 1 | | 174 | \$205,000 | \$249 |
| 1131 BURGUNDY ST A | A | \$175,000 | \$384 | 455 | 0 | 1 | | 204 | \$170,000 | \$373 |
| 1139 BURGUNDY ST | | \$249,000 | \$415 | 600 | 1 | 1 | | 92 | \$249,000 | \$415 |
| 1141 ROYAL ST E | E | \$875,000 | \$471 | 1,855 | 3 | 2 | | 356 | \$795,000 | \$428 |
| 1201 CHARTRES ST 18 | 18 | \$525,000 | \$347 | 1,512 | 3 | 2 | 1 | 101 | \$510,000 | \$337 |
| 1217 ROYAL ST #2 | #2 | \$898,000 | \$538 | 1,667 | 2 | 2 | 1 | 169 | \$800,000 | \$479 |
| 1224 BOURBON ST 5 | 5 | \$259,000 | \$398 | 650 | 2 | 2 | | 32 | \$239,000 | \$367 |
| 1228 ROYAL ST 12 | 12 | \$225,000 | \$422 | 533 | 1 | 1 | | 90 | \$210,000 | \$393 |
| 1231 DECATUR ST B | B | \$129,000 | \$611 | 211 | 0 | 1 | | 146 | \$124,000 | \$587 |
| 1233 DECATUR ST | | \$320,000 | \$444 | 720 | 1 | 1 | | | \$288,000 | \$400 |
| 1233 DECATUR ST 3 | 3 | \$115,000 | \$575 | 200 | 0 | 1 | | 73 | \$115,000 | \$575 |
| 1323 DAUPHINE ST 6 | 6 | \$159,000 | \$288 | 551 | 1 | 1 | | 161 | \$155,000 | \$281 |
| 1350 BOURBON ST 21 | 21 | \$260,000 | \$513 | 506 | 1 | 1 | | | \$253,000 | \$500 |
| 215 N PETERS ST A | A | \$686,000 | \$335 | 2,046 | 3 | 2 | 1 | 95 | \$638,700 | \$312 |
| 232 DECATUR ST 4D | 4D | \$469,000 | \$390 | 1,200 | 2 | 2 | | 60 | \$435,000 | \$362 |
| 407 BURGUNDY ST 1 | 1 | \$125,000 | \$398 | 314 | 0 | 1 | | 181 | \$117,500 | \$374 |
| 412 DAUPHINE ST 1B | 1B | \$359,000 | \$304 | 1,178 | 2 | 2 | | 205 | \$300,000 | \$254 |
| 418 BURGUNDY ST 10 | 10 | \$140,000 | \$391 | 358 | 1 | 1 | 0 | 172 | \$135,000 | \$377 |
| 433 BURGUNDY ST 2g | 2g | \$179,000 | \$348 | 514 | 1 | 1 | | 186 | \$165,000 | \$321 |
| 509 BURGUNDY ST 1 | 1 | \$137,500 | \$371 | 370 | 1 | 1 | | 203 | \$130,000 | \$351 |
| 509 BURGUNDY ST 4 | 4 | \$137,500 | \$369 | 372 | 1 | 1 | | 213 | \$128,500 | \$345 |
| 514 DUMAINE ST 9 | 9 | \$129,900 | \$595 | 218 | 0 | 1 | | 56 | \$125,000 | \$573 |
| 522 DUMAINE ST 2 | 2 | \$135,000 | \$602 | 224 | 0 | 1 | | | \$125,000 | \$558 |
| 522 DUMAINE ST 4 | 4 | \$139,000 | \$581 | 239 | 1 | 1 | | 291 | \$139,000 | \$581 |
| 522 DUMAINE ST 5 | 5 | \$385,000 | \$494 | 778 | 2 | 1 | 0 | 163 | \$375,000 | \$482 |
| 524 ST PHILIP ST 3F | 3F | \$429,000 | \$429 | 1,000 | 2 | 1 | | 49 | \$407,000 | \$407 |
| 526 MADISON ST 3A | 3A | \$299,000 | \$361 | 827 | 1 | 1 | | 129 | \$275,000 | \$332 |
| 528 DUMAINE ST 1 | 1 | \$240,000 | \$430 | 558 | 1 | 1 | | 3 | \$232,000 | \$415 |
| 528 DUMAINE ST 2 | 2 | \$115,000 | \$586 | 196 | 0 | 1 | | 65 | \$112,000 | \$571 |
| 528 DUMAINE ST 4 | 4 | \$115,000 | \$563 | 204 | 0 | 1 | | 68 | \$115,000 | \$563 |
| 528 DUMAINE ST 5 | 5 | \$319,000 | \$448 | 711 | 1 | 1 | | 89 | \$310,000 | \$436 |
| 528 DUMAINE ST 6 | 6 | \$125,000 | \$606 | 206 | 0 | 1 | | 62 | \$120,000 | \$582 |
| 528 DUMAINE ST 7 | 7 | \$185,000 | \$294 | 628 | 0 | 1 | | 48 | \$175,000 | \$278 |
| 617 DAUPHINE ST 15 | 15 | \$150,000 | \$319 | 470 | 1 | 1 | 0 | 4 | \$135,000 | \$287 |
| 617 DAUPHINE ST 7 | 7 | \$140,000 | \$424 | 330 | 1 | 1 | 0 | 49 | \$134,000 | \$406 |
| 620 DECATUR ST i | i | \$695,000 | \$489 | 1,420 | 2 | 2 | | 114 | \$650,000 | \$457 |
| 633 ST PETER ST 4 | 4 | \$149,000 | \$243 | 611 | 1 | 1 | | 78 | \$149,000 | \$243 |
| 727 BARRACKS ST 5 | 5 | \$219,000 | \$495 | 442 | 1 | 1 | | 61 | \$190,000 | \$429 |
| 727 BARRACKS ST 9 | 9 | \$129,000 | \$496 | 260 | 0 | 1 | | 69 | \$125,000 | \$480 |
| 740 ESPLANADE AV 6 | 6 | \$249,000 | \$423 | 588 | 1 | 1 | | 460 | \$210,000 | \$357 |
| 817 BURGUNDY ST D | D | \$299,000 | \$496 | 602 | 1 | 1 | | 463 | \$299,000 | \$496 |
| 824 BURGUNDY ST 2A/B | 2A/B | \$559,000 | \$427 | 1,308 | 2 | 2 | | 166 | \$525,000 | \$401 |
| 831 ST LOUIS ST A | A | \$395,000 | \$363 | 1,088 | 2 | 1 | | 190 | \$330,000 | \$303 |
| 831 ST LOUIS ST D | D | \$420,000 | \$603 | 696 | 1 | 1 | | 77 | \$365,000 | \$524 |
| 831 ST LOUIS ST I | I | \$695,000 | \$380 | 1,827 | 2 | 3 | | 294 | \$610,000 | \$333 |
| 835 ST LOUIS ST D | D | \$325,000 | \$296 | 1,097 | 2 | 2 | | 22 | \$285,000 | \$259 |
| 837 ROYAL ST D | D | \$275,000 | \$517 | 531 | 1 | 1 | | 121 | \$285,000 | \$536 |
| 837 ROYAL ST J | J | \$498,500 | \$503 | 990 | 2 | 1 | 1 | 65 | \$450,000 | \$454 |
| 840 ST PHILIP ST | | \$389,000 | \$450 | 864 | 2 | 1 | | 170 | \$320,000 | \$370 |
| 917 TOULOUSE ST 11 | 11 | \$987,500 | \$395 | 2,500 | 4 | 2 | 1 | 206 | \$910,000 | \$364 |
| 917 TOULOUSE ST 3 | 3 | \$389,000 | \$368 | 1,055 | 2 | 2 | | 74 | \$375,000 | \$355 |
| 919 ST. PHILIP ST 1 | 1 | \$175,000 | \$416 | 420 | 1 | 1 | | 162 | \$169,900 | \$404 |
| 921 CHARTRES ST 10 | 10 | \$485,000 | \$551 | 880 | 1 | 2 | | 402 | \$462,000 | \$525 |
| 929 DUMAINE ST 4 | 4 | \$117,000 | \$500 | 234 | 1 | 1 | | 50 | \$117,000 | \$500 |
| 929 DUMAINE ST 5 | 5 | \$107,500 | \$500 | 215 | 1 | 1 | | | \$107,500 | \$500 |
| 929 DUMAINE ST 7 | 7 | \$118,000 | \$500 | 236 | 1 | 1 | | 55 | \$115,000 | \$487 |
| 929 DUMAINE ST 9 | 9 | \$118,000 | \$500 | 236 | 1 | 1 | | 36 | \$110,000 | \$466 |
| 931 GOV NICHOLLS ST 1A | 1A | \$148,000 | \$437 | 338 | 0 | 1 | | 34 | \$130,000 | \$384 |
| 936 CONTI ST 10 | 10 | \$350,000 | \$351 | 995 | 2 | 1 | 1 | 182 | \$335,000 | \$336 |
| 937 GOVERNOR NICHOLLS ST 7 | 7 | \$399,000 | \$382 | 1,043 | 1 | 1 | 1 | 364 | \$375,000 | \$359 |

Source: New Orleans Metropolitan Association of Realtors

Table A-10
East Jefferson Condo Market
MLS Area 12
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|---------------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| No Active Listings | | | | | | | | | | |

| Sold Listings | | | | | | | | | | |
|----------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 5204 W NAPOLEON AV | | 169,000 | 130 | 1300 | 2 | 3 | 1 | 39 | 158,000 | 121 |
| 2700 WYTCHWOOD DR C | C | 75,000 | 101 | 741 | 1 | 1 | | 29 | 75,000 | 101 |

Source: New Orleans Metropolitan Association of Realtors

**Table A-11
East Jefferson Condo Market
MLS Area 13
Active and Sold Listings
January 2007 - August 27, 2007**

| Active Listings | | | | | | | | | | | | |
|------------------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|--|--|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF | | |
| 3126 INDEPENDENCE ST B | B | \$142,000 | \$137 | 1,036 | 2 | 1 | 1 | 189 | | | | |
| 3126 INDEPENDENCE ST C | C | \$139,000 | \$134 | 1,036 | 2 | 1 | 1 | 35 | | | | |
| 3126 INDEPENDENCE ST D | D | \$159,900 | \$154 | 1,036 | 2 | 1 | 1 | 189 | | | | |
| 3501 HOUMA BL 102 | 102 | \$269,900 | \$243 | 1,108 | 2 | 2 | | 98 | | | | |
| 3501 HOUMA BL A104 | A104 | \$199,900 | \$259 | 771 | 1 | 1 | 0 | 98 | | | | |
| 3501 HOUMA BL A106 | A106 | \$269,900 | \$225 | 1,197 | 2 | 2 | 0 | 98 | | | | |
| 3501 HOUMA BL C103 | C103 | \$319,900 | \$217 | 1,468 | 3 | 2 | 0 | 98 | | | | |
| 3805 HOUMA BL | | \$118,000 | \$155 | 760 | 1 | 1 | | 503 | | | | |
| 3805 HOUMA BL | | \$148,000 | \$153 | 967 | 2 | 1 | 1 | 503 | | | | |
| 3805 HOUMA BL | | \$163,000 | \$151 | 1,077 | 2 | 1 | 1 | 503 | | | | |
| 3805 HOUMA BL | | \$182,500 | \$149 | 1,223 | 3 | 2 | 0 | 503 | | | | |
| 3805 HOUMA BL 107B | 107B | \$151,500 | \$156 | 967 | 2 | 1 | 1 | 864 | | | | |
| 3805 HOUMA BL 108A | 108A | \$118,000 | \$155 | 760 | 1 | 1 | | 864 | | | | |
| 3805 HOUMA BL 110A | 110A | \$118,000 | \$155 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 110B | 110B | \$148,000 | \$153 | 967 | 2 | 1 | 1 | 499 | | | | |
| 3805 HOUMA BL 118A | 118A | \$118,000 | \$155 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 118B | 118B | \$118,000 | \$155 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 120A | 120A | \$118,000 | \$155 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 120B | 120B | \$118,000 | \$155 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 120C | 120C | \$118,000 | \$155 | 760 | 1 | 1 | | | | | | |
| 3805 HOUMA BL 122A | 122A | \$118,000 | \$155 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 122C | 122C | \$118,000 | \$155 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 123B | 123B | \$118,000 | \$155 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 123B | 123B | \$118,000 | \$155 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 203B | 203B | \$182,500 | \$240 | 760 | 3 | 2 | | 864 | | | | |
| 3805 HOUMA BL 217C | 217C | \$163,000 | \$151 | 1,077 | 2 | 1 | 1 | 864 | | | | |
| 3805 HOUMA BL 220A | 220A | \$120,500 | \$158 | 760 | 1 | 1 | | 134 | | | | |
| 3805 HOUMA BL 223A | 223A | \$120,500 | \$158 | 760 | 1 | 1 | | 864 | | | | |
| 3805 HOUMA BL 226A | 226A | \$120,500 | \$158 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 226A | 226A | \$120,500 | \$158 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 228A | 228A | \$118,000 | \$155 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 230A | 230A | \$120,500 | \$158 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 232A | 232A | \$120,500 | \$158 | 760 | 1 | 1 | | 499 | | | | |
| 3805 HOUMA BL 234A | 234A | \$120,500 | \$158 | 760 | 1 | 1 | | | | | | |
| 3805 HOUMA BL 312B | 312B | \$91,500 | \$166 | 550 | 0 | 1 | | 864 | | | | |
| 4214 TRANSCONTINENTAL DR | | \$379,900 | \$191 | 1,980 | 3 | 2 | 1 | 116 | | | | |
| 4222 TRANSCONTINENTAL DR | | \$379,900 | \$191 | 1,980 | 3 | 2 | 1 | 116 | | | | |
| 4433 YALE ST C | C | \$118,500 | \$148 | 800 | 1 | 1 | | 103 | | | | |
| 4437 YALE AV C | C | \$157,500 | \$150 | 1,050 | 2 | 1 | | 7 | | | | |
| 4617 YALE ST A | A | \$148,000 | \$170 | 867 | 2 | 1 | 1 | 8 | | | | |
| 5236 QUINCY NO 1 | 1 | \$155,000 | \$110 | 1,400 | 3 | 2 | 1 | 56 | | | | |
| 6200 RIVERSIDE DR 442 | 442 | \$54,900 | \$80 | 680 | 1 | 1 | | 96 | | | | |
| 6200 RIVERSIDE DR 500 | 500 | \$66,000 | \$70 | 938 | 2 | 1 | | 151 | | | | |
| 6200 RIVERSIDE DR 529 | 529 | \$59,999 | \$61 | 974 | 2 | 1 | 1 | 96 | | | | |
| 6200 RIVERSIDE DR 534 | 534 | \$63,999 | \$62 | 1,025 | 2 | 1 | 1 | 103 | | | | |
| 6200 RIVERSIDE DR 541 | 541 | \$75,000 | \$68 | 1,089 | 3 | 2 | | 123 | | | | |
| 6200 RIVERSIDE DR 623 | 623 | \$78,000 | \$76 | 1,022 | 2 | 1 | | 56 | | | | |
| 6200 RIVERSIDE ST 539 | 539 | \$69,000 | \$62 | 1,100 | 3 | 2 | | 40 | | | | |
| 6220 RIVERSIDE DR | | \$58,500 | \$91 | 640 | 1 | 1 | | 92 | | | | |
| 6220 RIVERSIDE DR 556 | 556 | \$48,000 | \$78 | 615 | 1 | 1 | 0 | 20 | | | | |
| 6220 RIVERSIDE DR 576 | 576 | \$47,500 | \$67 | 700 | 1 | 1 | 0 | 11 | | | | |
| 6220 RIVERSIDE DR 586 | 586 | \$58,000 | \$54 | 1,060 | 2 | 2 | | 56 | | | | |
| 6220 RIVERSIDE DR 663 | 663 | \$86,000 | \$49 | 1,745 | 3 | 2 | | 77 | | | | |
| 6220 RIVERSIDE DR 688 | 688 | \$65,000 | \$63 | 1,022 | 2 | 2 | | 126 | | | | |
| 6220 RIVERSIDE DR 689 | 689 | \$64,111 | \$59 | 1,075 | 2 | 2 | 2 | 89 | | | | |
| 6300 RIVERSIDE CT 269 | 269 | \$79,900 | \$85 | 936 | 2 | 1 | | 123 | | | | |
| 6300 RIVERSIDE DR 165 | 165 | \$70,000 | \$74 | 936 | 2 | 1 | 1 | 145 | | | | |
| 6300 RIVERSIDE ST 268 | 268 | \$69,000 | \$73 | 937 | 2 | 1 | 1 | 45 | | | | |
| 6320 RIVERSIDE DR 132 | 132 | \$79,900 | \$72 | 1,100 | 2 | 2 | | 75 | | | | |
| 6320 RIVERSIDE DR 196 | 196 | \$59,000 | \$57 | 1,024 | 2 | 2 | | 132 | | | | |
| 6320 RIVERSIDE DR 238 | 238 | \$69,000 | \$63 | 1,080 | 2 | 1 | 1 | 137 | | | | |
| 6320 RIVERSIDE ST 212 | 212 | \$69,000 | \$63 | 1,080 | 2 | 1 | 1 | 135 | | | | |
| 6901 VETERANS BL | | \$78,000 | \$111 | 700 | 1 | 1 | | 74 | | | | |
| 6901 VETERANS BL 39 | 39 | \$145,000 | \$131 | 1,100 | 3 | 2 | | 58 | | | | |
| 6901 VETERANS MEMORIAL BL 38 | 38 | \$143,000 | \$128 | 1,110 | 3 | 2 | | 63 | | | | |

Table A-11 (Continued)
East Jefferson Condo Market
MLS Area 13
Active and Sold Listings
January 2007 - August 27, 2007

| Sold Listings | | | | | | | | | | |
|--------------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 3805 HOUMA BL 104B | 104B | \$145,500 | \$150 | 967 | 2 | 1 | 1 | | \$145,500 | \$150 |
| 3805 HOUMA BL 105B | 105B | \$149,500 | \$154 | 967 | 2 | 1 | 1 | | \$149,500 | \$154 |
| 3805 HOUMA BL 106B | 106B | \$149,500 | \$154 | 967 | 2 | 1 | 1 | | \$149,500 | \$154 |
| 3805 HOUMA BL 107B | 107B | \$149,500 | \$154 | 967 | 2 | 1 | 1 | | \$149,500 | \$154 |
| 3805 HOUMA BL 108C | 108C | \$149,500 | \$154 | 967 | 2 | 1 | 1 | | \$149,500 | \$154 |
| 3805 HOUMA BL 109B | 109B | \$149,500 | \$154 | 967 | 2 | 1 | 1 | 443 | \$149,500 | \$154 |
| 3805 HOUMA BL 111A | 111A | \$112,000 | \$147 | 760 | 1 | 1 | | | \$112,000 | \$147 |
| 3805 HOUMA BL 111B | 111B | \$149,500 | \$154 | 967 | 2 | 1 | 1 | | \$149,500 | \$154 |
| 3805 HOUMA BL 111-C | 111-C | \$142,000 | \$146 | 967 | 2 | 1 | 1 | | \$142,000 | \$146 |
| 3805 HOUMA BL 112B | 112B | \$80,850 | \$147 | 550 | 0 | 1 | | | \$80,850 | \$147 |
| 3805 HOUMA BL 114B | 114B | \$116,000 | \$152 | 760 | 1 | 1 | | | \$116,000 | \$152 |
| 3805 HOUMA BL 116B | 116B | \$116,000 | \$152 | 760 | 1 | 1 | | | \$116,000 | \$152 |
| 3805 HOUMA BL 117B | 117B | \$116,000 | \$152 | 760 | 1 | 1 | | | \$116,000 | \$152 |
| 3805 HOUMA BL 119B | 119B | \$112,000 | \$147 | 760 | 1 | 1 | | | \$112,000 | \$147 |
| 3805 HOUMA BL 121A | 121A | \$116,000 | \$152 | 760 | 1 | 1 | | | \$116,000 | \$152 |
| 3805 HOUMA BL 121B | 121B | \$116,000 | \$152 | 760 | 1 | 1 | | | \$116,000 | \$152 |
| 3805 HOUMA BL 123A | 123A | \$116,000 | \$152 | 760 | 1 | 1 | | 410 | \$116,000 | \$152 |
| 3805 HOUMA BL 123C | 123C | \$116,000 | \$152 | 760 | 1 | 1 | | | \$116,000 | \$152 |
| 3805 HOUMA BL 125C | 125C | \$116,000 | \$152 | 760 | 1 | 1 | | | \$116,000 | \$152 |
| 3805 HOUMA BL 201B | 201B | \$180,500 | \$147 | 1,223 | 3 | 2 | 0 | | \$180,500 | \$147 |
| 3805 HOUMA BL 202B | 202B | \$176,500 | \$144 | 1,223 | 3 | 2 | 0 | | \$176,500 | \$144 |
| 3805 HOUMA BL 207B | 207B | \$149,500 | \$154 | 967 | 2 | 1 | 1 | | \$151,500 | \$156 |
| 3805 HOUMA BL 208B | 208B | \$149,500 | \$154 | 967 | 2 | 1 | 1 | | \$149,500 | \$154 |
| 3805 HOUMA BL 210B | 210B | \$149,500 | \$154 | 967 | 2 | 1 | 1 | | \$149,500 | \$154 |
| 3805 HOUMA BL 211B | 211B | \$145,500 | \$150 | 967 | 2 | 1 | 1 | | \$145,500 | \$150 |
| 3805 HOUMA BL 213A | 213A | \$120,000 | \$157 | 760 | 1 | 1 | | | \$120,000 | \$157 |
| 3805 HOUMA BL 219C | 219C | \$159,000 | \$147 | 1,077 | 2 | 1 | 1 | | \$159,000 | \$147 |
| 3805 HOUMA BL 221A | 221A | \$122,500 | \$151 | 808 | 1 | 1 | | | \$122,500 | \$151 |
| 3805 HOUMA BL 223A | 223A | \$120,500 | \$149 | 808 | 1 | 1 | | | \$120,500 | \$149 |
| 3805 HOUMA BL 227C | 227C | \$118,000 | \$155 | 760 | 1 | 1 | | 303 | \$114,000 | \$150 |
| 3805 HOUMA BL 228C | 228C | \$114,000 | \$150 | 760 | 1 | 1 | | | \$114,000 | \$150 |
| 3805 HOUMA BL 229C | 229C | \$114,000 | \$150 | 760 | 1 | 1 | | | \$114,000 | \$150 |
| 3805 HOUMA BL 231C | 231C | \$118,000 | \$155 | 760 | 1 | 1 | | | \$118,000 | \$155 |
| 3805 HOUMA BL 233C | 233C | \$114,000 | \$150 | 760 | 1 | 1 | | | \$114,000 | \$150 |
| 3805 HOUMA BL 235C | 235C | \$116,000 | \$152 | 760 | 1 | 1 | | | \$116,000 | \$152 |
| 3805 HOUMA BL 236C | 236C | \$114,000 | \$150 | 760 | 1 | 1 | | | \$114,000 | \$150 |
| 3805 HOUMA BL 300A | 300A | \$85,250 | \$155 | 550 | 0 | 1 | | | \$93,000 | \$169 |
| 3805 HOUMA BL 300C | 300C | \$87,800 | \$159 | 550 | 0 | 1 | | | \$85,250 | \$155 |
| 3805 HOUMA BL 301C | 301C | \$85,250 | \$155 | 550 | 0 | 1 | | | \$82,250 | \$149 |
| 3805 HOUMA BL 303C | 303C | \$117,500 | \$154 | 760 | 1 | 1 | | | \$117,500 | \$154 |
| 3805 HOUMA BL 305B | 305B | \$150,500 | \$155 | 967 | 2 | 1 | 1 | | \$150,500 | \$155 |
| 3805 HOUMA BL 305C | 305C | \$121,500 | \$159 | 760 | 1 | 1 | | | \$121,500 | \$159 |
| 3805 HOUMA BL 309B | 309B | \$150,000 | \$155 | 967 | 2 | 1 | 1 | | \$150,000 | \$155 |
| 3805 HOUMA BL 311C | 311C | \$117,500 | \$154 | 760 | 1 | 1 | | | \$117,500 | \$154 |
| 4212 TRANSCONTINENTAL DR | | \$379,900 | \$182 | 2,081 | 3 | 2 | 1 | 124 | \$379,900 | \$182 |
| 4216 CLEARVIEW PK | | \$179,900 | \$149 | 1,200 | 2 | 1 | 1 | 74 | \$179,900 | \$149 |
| 4405 YALE AV C | C | \$111,000 | \$130 | 850 | 1 | 1 | | 57 | \$125,000 | \$147 |
| 4409 YALE AV B | B | \$149,000 | \$141 | 1,050 | 2 | 1 | | 72 | \$149,000 | \$141 |
| 4409 YALE ST A | A | \$130,000 | \$123 | 1,050 | 2 | 1 | | 25 | \$125,000 | \$119 |
| 4420 SONFIELD ST B | B | \$122,000 | \$152 | 800 | 2 | 1 | | 83 | \$125,000 | \$156 |
| 4433 YALE ST A | A | \$117,000 | \$146 | 800 | 1 | 1 | | 54 | \$115,000 | \$143 |
| 4437 YALE AV B | B | \$128,000 | \$121 | 1,050 | 2 | 1 | | 31 | \$139,000 | \$132 |
| 4437 YALE AV C | C | \$149,000 | \$141 | 1,050 | 2 | 1 | | 35 | \$149,000 | \$141 |
| 4617 YALE ST D | D | \$154,000 | \$177 | 867 | 2 | 1 | 1 | 145 | \$142,000 | \$163 |
| 4800 RYE ST A | A | \$159,900 | \$156 | 1,025 | 2 | 1 | 1 | 55 | \$157,900 | \$154 |
| 4800 RYE ST B | B | \$154,900 | \$151 | 1,025 | 2 | 1 | 1 | 55 | \$159,547 | \$155 |
| 4800 RYE ST D | D | \$159,900 | \$153 | 1,040 | 2 | 1 | 1 | 11 | \$159,900 | \$153 |
| 5240 QUINCY ST 1 | 1 | \$139,000 | \$99 | 1,400 | 3 | 2 | 1 | 12 | \$139,000 | \$99 |
| 6200 RIVERSIDE DR 504 | 504 | \$22,000 | \$32 | 680 | 1 | 1 | 0 | 28 | \$18,000 | \$26 |
| 6200 RIVERSIDE DR 623 | 623 | \$59,900 | \$58 | 1,022 | 2 | 2 | | 230 | \$63,000 | \$61 |
| 6300 ACKEL ST 296 | 296 | \$19,900 | \$19 | 1,000 | 2 | 2 | | 13 | \$24,000 | \$24 |
| 6300 RIVERSIDE DR 393 | 393 | \$69,900 | \$39 | 1,752 | 3 | 2 | | 64 | \$64,000 | \$36 |
| 6320 RIVERSIDE DR 105 | 105 | \$39,900 | \$58 | 680 | 1 | 1 | | 86 | \$42,000 | \$61 |
| 6320 RIVERSIDE DR 207 | 207 | \$45,000 | \$64 | 700 | 1 | 1 | 0 | 36 | \$45,000 | \$64 |
| 6320 RIVERSIDE DR 208 | 208 | \$39,900 | \$58 | 680 | 1 | 1 | | | \$39,900 | \$58 |
| 6320 RIVERSIDE DR 322 | 322 | \$65,000 | \$60 | 1,080 | 2 | 2 | | 55 | \$63,000 | \$58 |
| 6320 RIVERSIDE ST 117 | 117 | \$58,000 | \$61 | 936 | 2 | 1 | | 16 | \$53,000 | \$56 |
| 6901 VETERANS BL | | \$89,900 | \$119 | 750 | 1 | 1 | | 7 | \$85,000 | \$113 |
| 6901 VETERANS BL 2 | 2 | \$73,000 | \$121 | 600 | 1 | 1 | | | \$73,000 | \$121 |
| 6901 VETERANS BL 41 | 41 | \$75,000 | \$83 | 900 | 2 | 1 | | 5 | \$73,000 | \$81 |
| 6901 VETERANS BL 7 | 7 | \$89,500 | \$119 | 750 | 1 | 1 | | 54 | \$86,500 | \$115 |
| 6901 VETERANS BL 90 | 90 | \$127,000 | \$141 | 900 | 2 | 1 | | 39 | \$115,000 | \$127 |

Source: New Orleans Metropolitan Association of Realtors

Table A-12
East Jefferson Condo Market
MLS Area 14
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|------------------------|-----------------|-------------------|----------------|------------------|-----------------|-------------------|-------------------|-----------------------|-------------------|----------------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 4708 BELLE DR B | B | 145,900 | 145 | 1006 | 2 | 1 | 1 | 166 | | |
| 4508 LAPLACE ST B | B | 139,900 | 139 | 1006 | 2 | 1 | 1 | 118 | | |
| 4508 LAPLACE ST A | A | 137,900 | 147 | 933 | 2 | 1 | 1 | 118 | | |

| Sold Listings | | | | | | | | | | |
|-----------------------|-----------------|-------------------|----------------|------------------|-----------------|-------------------|-------------------|-----------------------|-------------------|----------------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 3400 W ESPLANADE AV B | B | 139,900 | 147 | 950 | 2 | 1 | | 127 | 129,000 | 135 |
| 4420 HERRMANN ST | | 149,000 | 94 | 1585 | 3 | 2 | 1 | 79 | 150,000 | 94 |
| 4520 LAPLACE ST A | A | 136,000 | 138 | 981 | 2 | 1 | 1 | 84 | 138,500 | 141 |
| 4520 LAPLACE ST B | B | 136,000 | 138 | 981 | 2 | 1 | 1 | 463 | 138,000 | 140 |
| 4520 LAPLACE ST C | C | 139,000 | 141 | 981 | 2 | 1 | 1 | 11 | 136,200 | 138 |
| 4520 LAPLACE ST D | D | 139,000 | 141 | 981 | 2 | 1 | 1 | 32 | 136,000 | 138 |
| 4708 BELLE DR A | A | 144,900 | 155 | 933 | 2 | 1 | 1 | 77 | 141,000 | 151 |

Source: New Orleans Metropolitan Association of Realtors

Table A-13
East Jefferson Condo Market
MLS Area 15
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|-----------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 3030 EDENBORN AV 221 | 221 | 79,500 | 91 | 866 | 1 | 1 | | 166 | | |
| 3030 EDENBORN ST 110 | 110 | 79,000 | 125 | 630 | 1 | 1 | | 84 | | |
| 3110 EDENBORN AV 415 | 415 | 99,900 | 95 | 1050 | 2 | 1 | 1 | 74 | | |
| 3110 EDENBORN AV 419 | 419 | 74,900 | 78 | 960 | 2 | 1 | 1 | 27 | | |
| 3110 EDENBORN DR 301 | 301 | 79,500 | 106 | 750 | 2 | 1 | | 61 | | |
| 3126 EDENBORN AV 511 | 511 | 89,900 | 119 | 750 | 1 | 1 | | 103 | | |
| 3320 N ARNOULT RD | | 94,500 | 90 | 1050 | 2 | 1 | 1 | 5 | | |
| 3320 N ARNOULT RD 326 | 326 | 84,900 | 106 | 800 | 2 | 1 | | 70 | | |
| 3320 N ARNOULT RD 329 | 329 | 94,000 | 106 | 883 | 2 | 1 | 1 | 171 | | |
| 3320 N ARNOULT ST 208 | 208 | 93,000 | 97 | 950 | 2 | 2 | 0 | 13 | | |
| 3320 N ARNOULT ST 211 | 211 | 95,000 | 101 | 936 | 2 | 1 | | 46 | | |
| 3320 N ARNOULT ST 213 | 213 | 99,900 | 119 | 836 | 2 | 1 | | 104 | | |
| 3320 N ARNOULT ST 227 | 227 | 97,900 | 117 | 836 | 2 | 1 | | 14 | | |
| 3320 TAFT PK A | A | 185,000 | 123 | 1500 | 3 | 2 | 1 | 61 | | |
| 3320 TAFT PK B | B | 185,000 | 123 | 1500 | 3 | 2 | 1 | 61 | | |
| 3723 MARION ST C | C | 134,900 | 207 | 650 | 1 | 1 | | 95 | | |
| 3725 MARION ST 11 | 11 | 184,900 | 195 | 944 | 2 | 1 | | 80 | | |
| 4017 RYE ST D | D | 159,000 | 144 | 1100 | 2 | 1 | 1 | 378 | | |
| 4020 RYE ST 1 | 1 | 132,000 | 165 | 800 | 2 | 1 | | 69 | | |
| 4020 RYE ST 1 | 1 | 132,000 | 165 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 11 | 11 | 132,000 | 165 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 11 | 11 | 132,000 | 165 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 2 | 2 | 132,000 | 165 | 800 | 2 | 1 | | 69 | | |
| 4020 RYE ST 2 | 2 | 132,000 | 165 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 3 | 3 | 132,000 | 165 | 800 | 2 | 1 | | 69 | | |
| 4020 RYE ST 3 | 3 | 132,000 | 165 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 4 | 4 | 132,000 | 165 | 800 | 2 | 1 | | 69 | | |
| 4020 RYE ST 4 | 4 | 132,000 | 165 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 5 | 5 | 134,000 | 167 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 5 | 5 | 134,000 | 167 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 6 | 6 | 134,000 | 167 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 6 | 6 | 134,000 | 167 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 7 | 7 | 134,000 | 167 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 7 | 7 | 134,000 | 167 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 8 | 8 | 134,000 | 167 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 8 | 8 | 134,000 | 167 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 9 | 9 | 134,000 | 167 | 800 | 2 | 1 | | 68 | | |
| 4020 RYE ST 9 | 9 | 134,000 | 167 | 800 | 2 | 1 | | 68 | | |
| 4025 DIVISION ST | | 129,900 | 117 | 1106 | 2 | 1 | 1 | 25 | | |
| 4083 DIVISION ST | | 119,000 | 108 | 1100 | 2 | 1 | 1 | 31 | | |
| 4093 DIVISION ST | | 129,900 | 118 | 1100 | 2 | 1 | 1 | 24 | | |
| 4131 DIVISION ST 4131 | 4131 | 124,900 | 113 | 1100 | 2 | 1 | 1 | 10 | | |

| Sold Listings | | | | | | | | | | |
|------------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 3030 EDENBORN AV 201 | 201 | 112,000 | 96 | 1156 | 3 | 2 | | 39 | 103,500 | 89 |
| 3030 EDENBORN ST 215 | 215 | 59,900 | 79 | 750 | 1 | 1 | | 32 | 55,000 | 73 |
| 3110 EDENBORN AV 310 | 310 | 88,000 | 90 | 975 | 2 | 1 | | 105 | 88,000 | 90 |
| 3110 EDENBORN AV 411 | 411 | 89,900 | 81 | 1100 | 2 | 1 | 1 | 37 | 67,500 | 61 |
| 3126 EDENBORN AV 614 | 614 | 94,500 | 105 | 900 | 2 | 2 | | 78 | 85,000 | 94 |
| 3126 EDENBORN AV 617 | 617 | 85,000 | 100 | 850 | 2 | 1 | | 54 | 77,500 | 91 |
| 3126 EDENBORN ST 613 | 613 | 79,500 | 88 | 900 | 2 | 2 | | 91 | 78,000 | 86 |
| 3128 INDEPENDENCE ST A | A | 149,000 | 143 | 1036 | 2 | 1 | 1 | 42 | 149,000 | 143 |
| 3128 INDEPENDENCE ST B | B | 149,000 | 143 | 1036 | 2 | 1 | 1 | 94 | 149,000 | 143 |
| 3128 INDEPENDENCE ST C | C | 149,000 | 143 | 1036 | 2 | 1 | 1 | 20 | 149,000 | 143 |
| 3128 INDEPENDENCE ST D | D | 165,000 | 159 | 1036 | 2 | 1 | 1 | 24 | 165,000 | 159 |
| 3320 N ARNOULT RD 216 | 216 | 99,000 | 111 | 886 | 2 | 1 | | 78 | 95,000 | 107 |
| 3320 N ARNOULT RD 231 | 231 | 99,000 | 99 | 1000 | 2 | 2 | | 113 | 95,000 | 95 |
| 3320 N ARNOULT ST 331 | 331 | 108,000 | 102 | 1050 | 2 | 2 | | 181 | 108,000 | 102 |
| 3709 BRANDYWINE DR | | 149,900 | 119 | 1258 | 2 | 1 | 1 | 28 | 137,000 | 108 |
| 3711 BRANDYWINE DR | | 149,900 | 119 | 1258 | 2 | 1 | 1 | 44 | 136,027 | 108 |
| 3723 MARION ST D | D | 119,990 | 189 | 632 | 1 | 1 | | 197 | 110,000 | 174 |
| 3725 MARION ST 5 | 5 | 134,500 | 164 | 818 | 2 | 1 | | 138 | 134,500 | 164 |
| 4020 RYE ST 12 | 12 | 129,900 | 173 | 750 | 2 | 1 | | | 124,600 | 166 |
| 4020 RYE ST 13 | 13 | 129,900 | 173 | 750 | 2 | 1 | | | 124,600 | 166 |
| 4020 RYE ST 14 | 14 | 129,900 | 173 | 750 | 2 | 1 | | 2 | 124,600 | 166 |
| 4079 DIVISION ST 4079 | 4079 | 139,000 | 126 | 1100 | 2 | 1 | 1 | 275 | 130,000 | 118 |
| 4101 HESSMER AV 112 | 112 | 64,900 | 108 | 600 | 1 | 1 | | 144 | 53,000 | 88 |
| 4218 HESSMER AV 110 | 110 | 55,000 | 95 | 577 | 1 | 1 | | 50 | 52,000 | 90 |
| 4218 HESSMER ST 210 | 210 | 49,900 | 86 | 577 | 1 | 1 | | 21 | 45,000 | 77 |

Source: New Orleans Metropolitan Association of Realtors

Table A-14
East Jefferson Condo Market
MLS Area 16
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|---------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 1900 CLEARVIEW PK 1 | 1 | 149,000 | 149 | 1000 | 2 | 1 | 1 | 111 | | |
| 1900 CLEARVIEW PK 2 | 2 | 149,000 | 149 | 1000 | 2 | 1 | 1 | 111 | | |
| 1900 CLEARVIEW PK 3 | 3 | 149,000 | 149 | 1000 | 2 | 1 | 1 | 111 | | |
| 1900 CLEARVIEW PK 4 | 4 | 149,000 | 149 | 1000 | 2 | 1 | 1 | 111 | | |
| 1900 CLEARVIEW PK 5 | 5 | 149,000 | 149 | 1000 | 2 | 1 | 1 | 111 | | |
| 1900 CLEARVIEW PK 6 | 6 | 159,000 | 159 | 1000 | 2 | 1 | 1 | 111 | | |
| 2201 HOUMA BL 303 | 303 | 81,900 | 136 | 600 | 1 | 1 | | 115 | | |
| 2500 HOUMA BL 221 | 221 | 106,000 | 106 | 1000 | 2 | 2 | | 76 | | |
| 2500 HOUMA BL 222 | 222 | 79,000 | 133 | 590 | 1 | 1 | | 172 | | |
| 2500 HOUMA BL 311 | 311 | 113,000 | 113 | 1000 | 2 | 2 | | 145 | | |
| 2500 HOUMA BL 313 | 313 | 115,000 | 115 | 1000 | 2 | 2 | | 105 | | |
| 2500 HOUMA BL 315 | 315 | 180,000 | 120 | 1500 | 3 | 2 | | 41 | | |
| 4445 PERKINS ST 112 | 112 | 164,900 | 132 | 1240 | 2 | 2 | | 96 | | |
| 4829 WABASH ST 103 | 103 | 115,000 | 158 | 725 | 2 | 1 | | 63 | | |
| 4917 HEARST AV 208 | 208 | 139,900 | 127 | 1100 | 2 | 2 | 1 | 12 | | |
| 735 CEDAR AV | | 245,000 | 133 | 1835 | 3 | 2 | 1 | 147 | | |

| Sold Listings | | | | | | | | | | |
|---------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 2201 HOUMA BL 210 | 210 | 69,000 | 115 | 600 | 1 | 1 | | 10 | 65,000 | 108 |
| 2224 HOUMA BL D | D | 118,000 | 165 | 713 | 2 | 1 | | 49 | 118,000 | 165 |
| 2224 HOUMA BL E | E | 118,000 | 162 | 728 | 2 | 1 | | 23 | 118,000 | 162 |
| 2224 HOUMA BL F | F | 118,000 | 165 | 713 | 2 | 1 | | 55 | 118,000 | 165 |
| 2500 HOUMA BL 115 | 115 | 113,000 | 113 | 1000 | 2 | 2 | | 41 | 118,500 | 118 |
| 2500 HOUMA BL 118 | 118 | 119,900 | 126 | 950 | 2 | 2 | | 5 | 115,000 | 121 |
| 2500 HOUMA BL 210 | 210 | 109,900 | 122 | 900 | 2 | 2 | | 25 | 107,000 | 118 |
| 2500 HOUMA BL 217 | 217 | 124,900 | 104 | 1200 | 3 | 2 | | 35 | 120,000 | 100 |
| 4445 PERKINS ST 102 | 102 | 155,000 | 131 | 1175 | 2 | 2 | | 10 | 147,000 | 125 |
| 4829 WABASH AV 207 | 207 | 115,000 | 152 | 752 | 2 | 1 | | 18 | 110,000 | 146 |
| 4829 WABASH ST 102 | 102 | 73,900 | 134 | 550 | 1 | 1 | | 14 | 70,000 | 127 |
| 4829 WABASH ST 301 | 301 | 72,900 | 132 | 550 | 1 | 1 | | 273 | 66,000 | 120 |
| 4829 WABASH ST 306 | 306 | 76,500 | 139 | 550 | 1 | 1 | | 188 | 68,000 | 123 |
| 4841 WABASH ST 11 | 11 | 149,900 | 135 | 1106 | 2 | 2 | | 132 | 146,500 | 132 |
| 4841 WABASH ST 11 | 11 | 149,900 | 135 | 1106 | 2 | 2 | | 14 | 146,500 | 132 |
| 4849 WABASH ST 19 | 19 | 165,000 | 143 | 1149 | 2 | 1 | 1 | 166 | 155,000 | 134 |

Source: New Orleans Metropolitan Association of Realtors

Table A-15
East Jefferson Condo Market
MLS Area 17
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | | |
|-----------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|--|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF | |
| 2109 MANSON AV 3 | 3 | 79,900 | 115 | 693 | 1 | 1 | | 83 | | | |
| 2117 GIUFFRIAS AV 13 | 13 | 93,500 | 85 | 1100 | 2 | 1 | 1 | 45 | | | |
| 2117 GIUFFRIAS AV 14 | 14 | 94,500 | 94 | 1000 | 2 | 1 | 1 | 103 | | | |
| 2117 GIUFFRIAS AV 18 | 18 | 98,900 | 89 | 1100 | 2 | 1 | 1 | 5 | | | |
| 2201 CLEARY ST 1 | 1 | 94,600 | 181 | 520 | 1 | 1 | | 329 | | | |
| 2201 CLEARY ST 10 | 10 | 94,600 | 181 | 520 | 1 | 1 | | 192 | | | |
| 2201 CLEARY ST 11 | 11 | 94,600 | 181 | 520 | 1 | 1 | | 192 | | | |
| 2201 CLEARY ST 12 | 12 | 94,600 | 181 | 520 | 1 | 1 | | 327 | | | |
| 2201 CLEARY ST 2 | 2 | 94,600 | 181 | 520 | 1 | 1 | | 329 | | | |
| 2201 CLEARY ST 3 | 3 | 94,600 | 181 | 520 | 1 | 1 | | 329 | | | |
| 2201 CLEARY ST 4 | 4 | 94,600 | 181 | 520 | 1 | 1 | | 329 | | | |
| 2201 CLEARY ST 5 | 5 | 94,600 | 181 | 520 | 1 | 1 | | 329 | | | |
| 2201 CLEARY ST 6 | 6 | 94,600 | 181 | 520 | 1 | 1 | | 329 | | | |
| 2201 CLEARY ST 7 | 7 | 94,600 | 181 | 520 | 1 | 1 | | 329 | | | |
| 2201 CLEARY ST 8 | 8 | 94,600 | 181 | 520 | 1 | 1 | | 329 | | | |
| 2201 CLEARY ST 9 | 9 | 94,600 | 181 | 520 | 1 | 1 | | 329 | | | |
| 2301 EDENBORN AV 610 | 610 | 107,000 | 128 | 832 | 2 | 2 | | 6 | | | |
| 2301 EDENBORN AV 808 | 808 | 109,000 | 114 | 950 | 2 | 2 | | 180 | | | |
| 2305 CLEARY AV 206 | 206 | 134,500 | 116 | 1150 | 2 | 1 | 2 | 24 | | | |
| 2330 EDENBORN AV 317 | 317 | 79,900 | 147 | 543 | 1 | 1 | | 42 | | | |
| 2500 MANSON ST 106 | 106 | 79,900 | 100 | 792 | 1 | 1 | | 134 | | | |
| 2500 MANSON ST 420 | 420 | 119,900 | 105 | 1132 | 2 | 1 | 1 | | | | |
| 2509 GIUFFRIAS AV 511 | 511 | 79,900 | 109 | 728 | 1 | 1 | | 49 | | | |
| 2509 GIUFFRAIS ST 611 | 611 | 110,000 | 100 | 1100 | 2 | 1 | 1 | 45 | | | |
| 2509 GIUFFRAIS ST 804 | 804 | 104,000 | 104 | 1000 | 2 | 1 | 1 | 73 | | | |

| Sold Listings | | | | | | | | | | | |
|-----------------------|----------|------------|---------|-----------|----------|------------|------------|----------------|------------|---------|--|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF | |
| 2117 GIUFFRAIS AV 17 | 17 | 99,800 | 99 | 1000 | 2 | 1 | 1 | 120 | 105,000 | 105 | |
| 2117 GIUFFRIAS AV 1 | 1 | 97,900 | 97 | 1000 | 2 | 1 | 1 | 8 | 97,500 | 97 | |
| 2117 GIUFFRIAS AV 2 | 2 | 101,900 | 101 | 1000 | 2 | 1 | 1 | 160 | 97,500 | 97 | |
| 2117 GIUFFRIAS AV 4 | 4 | 97,900 | 97 | 1000 | 2 | 1 | 1 | 21 | 97,500 | 97 | |
| 2117 GIUFFRIAS AV 6 | 6 | 97,900 | 97 | 1000 | 2 | 1 | 1 | 58 | 97,500 | 97 | |
| 2117 GIUFFRIAS AV 7 | 7 | 97,900 | 97 | 1000 | 2 | 1 | 1 | 58 | 97,500 | 97 | |
| 2301 EDENBORN AV | | 114,000 | 122 | 932 | 2 | 2 | | 18 | 106,500 | 114 | |
| 2301 EDENBORN AV 307 | 307 | 95,000 | 110 | 860 | 2 | 1 | | 43 | 95,000 | 110 | |
| 2305 CLEARY AV 107 | 107 | 89,500 | 137 | 651 | 1 | 1 | | 63 | 87,000 | 133 | |
| 2305 CLEARY AV 204 | 204 | 134,500 | 116 | 1150 | 2 | 1 | 2 | 63 | 130,000 | 113 | |
| 2330 EDENBORN AV 313 | 313 | 79,900 | 145 | 550 | 1 | 1 | 0 | 40 | 75,000 | 136 | |
| 2330 EDENBORN ST 217 | 217 | 67,500 | 122 | 550 | 1 | 1 | | 31 | 66,700 | 121 | |
| 2500 MANSON ST 309 | 309 | 79,900 | 100 | 792 | 1 | 1 | | 103 | 76,000 | 95 | |
| 2500 MANSON ST 313 | 313 | 64,900 | 81 | 792 | 1 | 1 | | 286 | 64,900 | 81 | |
| 2509 GIUFFRIAS AV 622 | 622 | 98,000 | 96 | 1016 | 2 | 1 | 1 | 15 | 98,000 | 96 | |
| 2513 PASADENA AV 202 | 202 | 80,000 | 114 | 700 | 1 | 1 | | 64 | 77,000 | 110 | |

Source: New Orleans Metropolitan Association of Realtors

Table A-16
East Jefferson Condo Market
MLS Area 18
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | |
|---------------------------|----------|-------------|---------|-----------|----------|------------|------------|----------------|------------|---------|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF |
| 1110 LAKE AV | | \$127,750 | \$128 | 995 | 2 | 1 | | | | 67 |
| 1161 LAKE AV 105 | 105 | \$106,000 | \$132 | 800 | 1 | 1 | | 1 | | 129 |
| 1161 LAKE AV 314 | 314 | \$117,500 | \$154 | 760 | 1 | 1 | | | | 98 |
| 1161 LAKE AV 318 | 318 | \$108,000 | \$116 | 928 | 2 | 1 | | | | 315 |
| 1161 LAKE AV 328 | 328 | \$74,900 | \$96 | 780 | 1 | 1 | | | | 26 |
| 1161 LAKE AVE, AV 105 | 105 | \$115,000 | \$147 | 780 | 1 | 1 | | | | 129 |
| 1401 LAKE AV A-10 | A-10 | \$125,000 | \$120 | 1,040 | 2 | 1 | | 1 | | 123 |
| 1401 LAKE AV A-14 | A-14 | \$139,000 | \$133 | 1,040 | 2 | 1 | | 1 | | 35 |
| 1401 LAKE AV C-6 | C-6 | \$155,000 | \$149 | 1,040 | 2 | 1 | | 1 | | 56 |
| 1401 LAKE AV D-11 | D-11 | \$150,000 | \$144 | 1,040 | 2 | 1 | | 1 | | 35 |
| 1401 LAKE AV D-2 | D-2 | \$150,000 | \$144 | 1,040 | 2 | 1 | | 1 | | 39 |
| 1401 LAKE AV D-7 | D-7 | \$134,900 | \$129 | 1,040 | 2 | 1 | | 1 | | 33 |
| 1401 LAKE AV E8 | E8 | \$152,500 | \$141 | 1,080 | 2 | 1 | | 1 | | 339 |
| 1432 ORPHEUM ST B | B | \$199,000 | \$176 | 1,125 | 3 | 2 | | | | 22 |
| 1432 ORPHEUM ST C | C | \$194,900 | \$173 | 1,125 | 3 | 2 | | | | 63 |
| 1436 LAKE AV D | D | \$249,900 | \$176 | 1,413 | 3 | 3 | | | | 118 |
| 1444 CARROLLTON AV 201 | 201 | \$148,900 | \$141 | 1,050 | 2 | 1 | | 1 | | 159 |
| 1444 CARROLLTON AV 205 | 205 | \$148,500 | \$133 | 1,110 | 2 | 1 | | 1 | | 24 |
| 1448 CARROLLTON AV 202 | 202 | \$149,500 | \$141 | 1,056 | 2 | 1 | | 1 | | 107 |
| 1500 SEMINOLE AV A | A | \$339,000 | \$228 | 1,481 | 2 | 2 | | 1 | | 98 |
| 1500 SEMINOLE AV B | B | \$449,000 | \$195 | 2,300 | 4 | 3 | | | | 92 |
| 1500 SEMINOLE AV D | D | \$449,000 | \$195 | 2,300 | 4 | 3 | | | | 92 |
| 1500 SEMINOLE AV E | E | \$349,900 | \$236 | 1,478 | 2 | 2 | | 1 | | 168 |
| 213 E WEST ESPLANADE AV 2 | 2 | \$135,000 | \$131 | 1,026 | 2 | 1 | | 1 | | 9 |
| 222 LONDON AV 206 | 206 | \$130,000 | \$118 | 1,100 | 2 | 1 | | | | 75 |
| 222 LONDON AV 222 | 222 | \$114,900 | \$113 | 1,016 | 2 | 1 | | 1 | | 61 |
| 2400 WHITNEY PL 726 | 726 | \$208,000 | \$176 | 1,176 | 2 | 2 | | | | 45 |
| 2511 METAIRIE LAWN DR 107 | 107 | \$148,500 | \$217 | 683 | 1 | 1 | | | | 24 |
| 2511 METAIRIE LAWN DR 116 | 116 | \$119,900 | \$224 | 535 | 1 | 1 | | | | 123 |
| 2511 METAIRIE LAWN DR 312 | 312 | \$159,900 | \$234 | 683 | 1 | 1 | | | | 123 |
| 2511 METAIRIE LAWN DR 313 | 313 | \$135,000 | \$197 | 683 | 1 | 1 | | | | 31 |
| 2521 METAIRIE LAWN DR 220 | 220 | \$174,900 | \$178 | 982 | 1 | 1 | | 1 | | 67 |
| 2521 METAIRIE LAWN DR 315 | 315 | \$129,999 | \$242 | 535 | 1 | 1 | | | | 364 |
| 2521 METAIRIE LAWN DR 318 | 318 | \$214,000 | \$215 | 993 | 2 | 2 | | | | 135 |
| 2601 METAIRIE LAWN DR 109 | 109 | \$158,000 | \$231 | 683 | 1 | 1 | | | | 14 |
| 2601 METAIRIE LAWN DR 202 | 202 | \$194,202 | \$197 | 982 | 1 | 1 | | 1 | | 49 |
| 2601 METAIRIE LAWN DR 215 | 215 | \$135,000 | \$252 | 535 | 1 | 1 | | | | 28 |
| 2700 WHITNEY PL 933 | 933 | \$199,000 | \$169 | 1,176 | 2 | 2 | | | | 167 |
| 2700 WHITNEY PL 934 | 934 | \$195,000 | \$165 | 1,176 | 2 | 2 | | | | 4 |
| 2704 WHITNEY PL 821 | 821 | \$122,500 | \$162 | 756 | 1 | 1 | | | | 31 |
| 2704 WHITNEY PL 919 | 919 | \$115,000 | \$152 | 756 | 1 | 1 | | | | 159 |
| 2716 WHITNEY PL | | \$145,000 | \$191 | 756 | 1 | 1 | | | | 55 |
| 2716 WHITNEY PL 513 | 513 | \$194,500 | \$165 | 1,176 | 2 | 2 | | | | 19 |
| 2716 WHITNEY PL 515 | 515 | \$240,000 | \$176 | 1,363 | 3 | 2 | | | | 40 |
| 2724 WHITNEY PL 133 | 133 | \$195,000 | \$165 | 1,176 | 2 | 2 | | | | 49 |
| 2724 WHITNEY PL 330 | 330 | \$125,000 | \$166 | 750 | 1 | 1 | | | | 267 |
| 2732 WHITNEY PL 303 | 303 | \$225,000 | \$165 | 1,363 | 3 | 2 | | | | 96 |
| 2732 WHITNEY PL 309 | 309 | \$129,900 | \$171 | 756 | 1 | 1 | | | | 19 |
| 2732 WHITNEY PL 311 | 311 | \$124,900 | \$165 | 756 | 1 | 1 | | | | 83 |
| 3008 5TH ST 01 | 1 | \$160,000 | \$200 | 800 | 2 | 1 | | | | 132 |
| 3008 5TH ST 02 | 2 | \$155,000 | \$199 | 777 | 2 | 1 | | | | 132 |
| 3008 5TH ST 04 | 4 | \$169,900 | \$205 | 825 | 2 | 1 | | | | 132 |
| 3008 5TH ST 05 | 5 | \$99,900 | \$249 | 400 | 1 | 1 | | | | 108 |
| 3008 5TH ST 07 | 7 | \$149,900 | \$192 | 777 | 2 | 1 | | | | 132 |
| 3008 5TH ST 08 | 8 | \$160,000 | \$200 | 800 | 2 | 1 | | | | 132 |
| 3008 5TH ST 09 | 9 | \$149,900 | \$199 | 750 | 1 | 1 | | | | 109 |
| 3008 5TH ST 11 | 11 | \$179,900 | \$165 | 1,085 | 2 | 1 | | 1 | | 132 |
| 3008 5TH ST 12 | 12 | \$179,900 | \$170 | 1,055 | 2 | 1 | | 1 | | 132 |
| 3008 5TH ST 13 | 13 | \$199,000 | \$184 | 1,080 | 2 | 1 | | 1 | | 132 |
| 3008 5TH ST 14 | 14 | \$199,000 | \$192 | 1,032 | 2 | 1 | | 1 | | 132 |
| 3008 5TH ST 15 | 15 | \$199,000 | \$192 | 1,032 | 2 | 1 | | 1 | | 132 |
| 3008 5TH ST 16 | 16 | \$199,000 | \$192 | 1,032 | 2 | 1 | | 1 | | 132 |
| 3008 5TH ST 17 | 17 | \$199,000 | \$192 | 1,032 | 2 | 1 | | 1 | | 132 |
| 3008 5TH ST 19 | 19 | \$189,000 | \$179 | 1,055 | 2 | 1 | | 1 | | 132 |
| 3008 5TH ST 20 | 20 | \$189,900 | \$175 | 1,085 | 2 | 1 | | 1 | | 132 |
| 3008 5TH ST 21 | 21 | \$165,000 | \$220 | 750 | 1 | 1 | | | | 132 |
| 3013 RIDGELAKE DR 207 | 207 | \$145,000 | \$145 | 1,000 | 2 | 1 | | 1 | | 145 |
| 3013 RIDGELAKE DR 211 | 211 | \$157,000 | \$159 | 985 | 2 | 1 | | 1 | | 376 |
| 3013 RIDGELAKE DR 212 | 212 | \$155,000 | \$138 | 1,120 | 2 | 1 | | 1 | | 152 |
| 3013 RIDGELAKE DR 214 | 214 | \$159,900 | \$162 | 985 | 2 | 1 | | 1 | | 349 |
| 3013 RIDGELAKE DR 215 | 215 | \$154,000 | \$156 | 985 | 2 | 1 | | 1 | | 154 |
| 3013 RIDGELAKE ST 217 | 217 | \$154,900 | \$157 | 985 | 2 | 1 | | 1 | | 117 |
| 3629 RIDGELAKE DR 1 | 1 | \$155,000 | \$129 | 1,200 | 2 | 1 | | 1 | | 132 |
| 3629 RIDGELAKE DR 14 | 14 | \$149,900 | \$119 | 1,250 | 2 | 2 | | | | 241 |
| 3629 RIDGELAKE DR 15 | 15 | \$149,500 | \$119 | 1,250 | 2 | 2 | | | | 124 |
| 3629 RIDGELAKE DR 24 | 24 | \$154,500 | \$121 | 1,270 | 2 | 1 | | 1 | | 19 |
| 3629 RIDGELAKE DR 34 | 34 | \$142,000 | \$120 | 1,175 | 2 | 1 | | 1 | | 105 |
| 3901 RIDGELAKE DR 3A | 3A | \$752,400 | \$300 | 2,508 | 3 | 2 | | 1 | | 119 |
| 3901 RIDGELAKE DR 3B | 3B | \$592,800 | \$325 | 1,824 | 3 | 3 | | | | 119 |
| 3901 RIDGELAKE DR 4A | 4A | \$815,000 | \$324 | 2,508 | 3 | 2 | | 1 | | 119 |
| 3901 RIDGELAKE DR 6A | 6A | \$940,500 | \$375 | 2,508 | 3 | 2 | | 1 | | 119 |
| 3901 RIDGELAKE DR 7A | 7A | \$1,295,000 | \$516 | 2,508 | 3 | 3 | | | | 119 |
| 400 HAMMOND HY 2F | 2F | \$399,000 | \$231 | 1,725 | 2 | 2 | | | | 74 |
| 400 OLD HAMMOND HY 3-E | 3-E | \$624,900 | \$353 | 1,769 | 3 | 2 | | | | 71 |
| 420 HAMMOND HY 122 | 122 | \$197,900 | \$294 | 672 | 1 | 1 | | | | 137 |
| 420 OLD HAMMOND HY 104 | 104 | \$176,000 | \$261 | 672 | 1 | 1 | | | | 122 |
| 420 OLD HAMMOND HY 109 | 109 | \$180,000 | \$267 | 672 | 1 | 1 | | | | 271 |
| 420 OLD HAMMOND HY 123 | 123 | \$212,000 | \$256 | 828 | 1 | 1 | | | | 21 |
| 420 OLD HAMMOND HY 208 | 208 | \$185,000 | \$275 | 672 | 1 | 1 | | | | 187 |
| 420 OLD HAMMOND HY 324 | 324 | \$235,000 | \$207 | 1,134 | 2 | 2 | | | | 389 |
| 420 OLD HAMMOND HY 331 | 331 | \$249,000 | \$259 | 960 | 2 | 2 | | | | 159 |
| 812 MARTIN BEHRMAN AV A | A | \$112,000 | \$160 | 700 | 1 | 1 | | | | 15 |
| 812 MARTIN BEHRMAN AV J | J | \$119,700 | \$171 | 700 | 1 | 1 | | | | 112 |

Table A-16 (Continued)
East Jefferson Condo Market
MLS Area 18
Active and Sold Listings
January 2007 - August 27, 2007

| Sold Listings | | | | | | | | | | | |
|---------------------------|-----------------|-------------------|----------------|------------------|-----------------|-------------------|-------------------|-----------------------|-------------------|----------------|--|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF | |
| 1140 LAKE AV | | \$129,900 | \$130 | 995 | 2 | 1 | 1 | 62 | \$119,500 | \$120 | |
| 1142 LAKE AV | | \$146,000 | \$139 | 1,045 | 2 | 1 | 1 | 42 | \$142,000 | \$135 | |
| 1161 LAKE AV 229 | 229 | \$134,900 | \$145 | 925 | 2 | 1 | 1 | 22 | \$128,000 | \$138 | |
| 1161 LAKE AVE AV 303 | 303 | \$109,000 | \$117 | 928 | 2 | 1 | | 78 | \$104,420 | \$112 | |
| 1432 ORPHEUM ST F | F | \$204,500 | \$181 | 1,125 | 3 | 2 | | 118 | \$196,000 | \$174 | |
| 1436 LAKE AV C | C | \$225,000 | \$151 | 1,481 | 3 | 3 | | 181 | \$225,000 | \$151 | |
| 1444 CARROLLTON AV 207 | 207 | \$162,500 | \$146 | 1,110 | 2 | 1 | 1 | 101 | \$145,000 | \$130 | |
| 1448 CARROLLTON AV 201 | 201 | \$139,000 | \$132 | 1,050 | 2 | 1 | 1 | 4 | \$135,000 | \$128 | |
| 1516 AZTEC AV 207 | 207 | \$118,900 | \$224 | 530 | 1 | 1 | | 109 | \$114,900 | \$216 | |
| 1516 AZTEC ST 206 | 206 | \$117,900 | \$222 | 530 | 1 | 1 | | 107 | \$110,000 | \$207 | |
| 2511 METAIRIE LAWN DR 314 | 314 | \$159,900 | \$234 | 683 | 1 | 1 | | 19 | \$155,000 | \$226 | |
| 2521 METAIRIE LAWN DR 215 | 215 | \$112,900 | \$211 | 535 | 1 | 1 | | 96 | \$115,000 | \$214 | |
| 2601 METAIRIE LAWN DR 119 | 119 | \$234,900 | \$224 | 1,046 | 2 | 2 | | 151 | \$220,000 | \$210 | |
| 2601 METAIRIE LAWN DR 219 | 219 | \$164,000 | \$167 | 982 | 1 | 1 | | 8 | \$158,000 | \$160 | |
| 2601 METAIRIE LAWN DR 309 | 309 | \$154,309 | \$225 | 683 | 1 | 1 | | 11 | \$153,309 | \$224 | |
| 2700 WHITNEY PL 828 | 828 | \$135,000 | \$178 | 756 | 1 | 1 | | 147 | \$122,500 | \$162 | |
| 3008 5TH ST 10 | 10 | \$144,900 | \$193 | 750 | 1 | 1 | | 81 | \$140,000 | \$186 | |
| 3008 5TH ST 18 | 18 | \$199,000 | \$184 | 1,080 | 2 | 1 | 1 | | \$185,000 | \$171 | |
| 3008 5TH ST 22 | 22 | \$169,900 | \$226 | 750 | 1 | 1 | | 123 | \$150,000 | \$200 | |
| 3008 5TH ST 3 | 3 | \$164,500 | \$201 | 816 | 2 | 1 | | 76 | \$155,000 | \$189 | |
| 3009 RIDGELAKE DR 224 | 224 | \$124,000 | \$203 | 608 | 1 | 1 | | 109 | \$115,000 | \$189 | |
| 3013 RIDGELAKE DR 102 | 102 | \$171,500 | \$175 | 980 | 2 | 1 | | 7 | \$162,500 | \$165 | |
| 3016 8TH ST | | \$140,500 | \$140 | 1,000 | 2 | 1 | 1 | 202 | \$140,400 | \$140 | |
| 3018 8TH ST | | \$141,400 | \$139 | 1,012 | 2 | 1 | 1 | 174 | \$145,400 | \$143 | |
| 3022 8TH ST | | \$144,900 | \$143 | 1,012 | 2 | 1 | 1 | | \$144,900 | \$143 | |
| 3024 8TH ST | | \$139,000 | \$139 | 1,000 | 2 | 1 | 1 | 58 | \$136,000 | \$136 | |
| 3026 8TH ST | | \$141,400 | \$139 | 1,012 | 2 | 1 | 1 | 174 | \$139,000 | \$137 | |
| 3028 8TH ST | | \$140,500 | \$140 | 1,000 | 2 | 1 | 1 | 195 | \$140,500 | \$140 | |
| 3030 8TH ST | | \$144,900 | \$144 | 1,000 | 2 | 1 | 1 | 45 | \$143,500 | \$143 | |
| 3320 N ARNOULT RD 310 | 310 | \$99,500 | \$102 | 972 | 2 | 2 | | 81 | \$96,000 | \$98 | |
| 3629 RIDGELAKE DR 16 | 16 | \$159,500 | \$128 | 1,240 | 2 | 2 | | 88 | \$154,000 | \$124 | |
| 400 OLD HAMMOND HY | | \$795,000 | \$301 | 2,634 | 2 | 2 | | 161 | \$650,000 | \$246 | |
| 400 OLD HAMMOND HY 7C | 7C | \$595,000 | \$347 | 1,713 | 2 | 2 | | 59 | \$540,000 | \$315 | |
| 420 OLD HAMMOND HY 202 | 202 | \$250,000 | \$287 | 869 | 1 | 1 | | 14 | \$245,000 | \$281 | |
| 420 OLD HAMMOND HY 224 | 224 | \$175,000 | \$215 | 813 | 1 | 1 | | 251 | \$165,000 | \$202 | |

Source: New Orleans Metropolitan Association of Realtors

Table A-17
East Jefferson Condo Market
MLS Area 19
Active and Sold Listings
January 2007 - August 27, 2007

| Active Listings | | | | | | | | | | | |
|----------------------------|-----------------|-------------------|----------------|------------------|-----------------|-------------------|-------------------|-----------------------|-------------------|----------------|--|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF | |
| 101 W WILLIAM DAVID PK A | A | 279,900 | 223 | 1250 | 2 | 2 | | 138 | | | |
| 101 W WILLIAM DAVID PK C | C | 269,900 | 215 | 1250 | 2 | 2 | | 138 | | | |
| 101 W WILLIAM DAVID PK D | D | 249,900 | 199 | 1250 | 2 | 2 | | 138 | | | |
| 201 CANAL ST A | A | 135,000 | 177 | 761 | 2 | 1 | | 160 | | | |
| 201 CANAL ST B | B | 130,000 | 170 | 761 | 2 | 1 | | 160 | | | |
| 201 CANAL ST C | C | 130,000 | 170 | 761 | 2 | 1 | | 160 | | | |
| 201 CANAL ST D | D | 135,000 | 177 | 761 | 2 | 1 | | 160 | | | |
| 201 CANAL ST F | F | 130,000 | 170 | 761 | 2 | 1 | | 160 | | | |
| 201 CANAL ST I | I | 159,000 | 208 | 761 | 2 | 1 | | 17 | | | |
| 201 CANAL ST J | J | 150,000 | 197 | 761 | 2 | 1 | | 17 | | | |
| 201 CANAL ST K | K | 150,000 | 197 | 761 | 2 | 1 | | 17 | | | |
| 201 CANAL ST L | L | 159,000 | 208 | 761 | 2 | 1 | | 17 | | | |
| 201 CANAL ST M | M | 150,000 | 197 | 761 | 2 | 1 | | 17 | | | |
| 201 CANAL ST N | N | 150,000 | 197 | 761 | 2 | 1 | | 17 | | | |
| 201 CANAL ST O | O | 150,000 | 197 | 761 | 2 | 1 | | 17 | | | |
| 201 CANAL ST P | P | 150,000 | 197 | 761 | 2 | 1 | | 17 | | | |
| 236 LABARRE AV | | 199,900 | 259 | 770 | 2 | 1 | | 131 | | | |
| 238 LABARRE AV | | 249,900 | 249 | 1000 | 3 | 2 | | 131 | | | |
| 400 RUE ST. ANN OT 213 | 213 | 358,000 | 271 | 1317 | 2 | 2 | | 74 | | | |
| 400 RUE ST. ANN ST 309 | 309 | 329,900 | 250 | 1315 | 2 | 2 | | 98 | | | |
| 401 METAIRIE RD 511 | 511 | 195,000 | 242 | 804 | 1 | 1 | 1 | 119 | | | |
| 401 METAIRIE RD 512 | 512 | 195,000 | 242 | 804 | 1 | 1 | 1 | 81 | | | |
| 401 METAIRIE RD 531 | 531 | 189,500 | 235 | 804 | 1 | 1 | 1 | 83 | | | |
| 401 METAIRIE RD 613-4 | 613-4 | 325,000 | 202 | 1608 | 2 | 2 | 1 | 230 | | | |
| 401 METAIRIE RD PH29 | PH29 | 250,000 | 310 | 804 | 1 | 1 | 1 | 109 | | | |
| 401 METAIRIE RD PH29 | PH29 | 250,000 | 310 | 804 | 1 | 1 | 1 | 109 | | | |
| 401 RUE SAINT PETER OT 333 | 333 | 380,000 | 288 | 1317 | 2 | 2 | | 59 | | | |
| 500 RUE SAINT ANN NO 328 | 328 | 345,000 | 245 | 1403 | 2 | 2 | | 47 | | | |
| 501 RUE ST. PETER ST 310 | 310 | 550,000 | 275 | 2000 | 2 | 2 | | 147 | | | |
| 800 RUE RAMPART OT 102 | 102 | 725,000 | 290 | 2497 | 3 | 3 | 0 | 102 | | | |
| 800 RUE RAMPART OT 331 | 331 | 289,000 | 211 | 1368 | 1 | 1 | 1 | 174 | | | |
| 801 RUE BURGUNDY NO 118 | 118 | 375,000 | 267 | 1403 | 2 | 2 | | 83 | | | |
| 801 RUE BURGUNDY OT 316 | 316 | 575,000 | 293 | 1962 | 2 | 2 | | 237 | | | |
| 801 RUE DAUPHINE HT 239 | 239 | 450,000 | 268 | 1679 | 3 | 2 | | 110 | | | |

| Sold Listings | | | | | | | | | | | |
|--------------------------|-----------------|-------------------|----------------|------------------|-----------------|-------------------|-------------------|-----------------------|-------------------|----------------|--|
| Address | Unit No. | List Price | LP\$/SF | Unit Area | Bedrooms | Full Baths | Half Baths | Days on Market | Sold Price | SP\$/SF | |
| 136 ARIS AV D | D | 185,000 | 231 | 800 | 2 | 1 | | 142 | 185,000 | 231 | |
| 400 RUE SAINT ANN OT 214 | 214 | 370,000 | 248 | 1490 | 2 | 2 | | 50 | 320,000 | 214 | |
| 401 METAIRIE RD 502 | 502 | 215,000 | 267 | 804 | 1 | 1 | 1 | 169 | 200,000 | 248 | |
| 401 METAIRIE RD 505 | 505 | 175,000 | 217 | 804 | 1 | 1 | 1 | 39 | 175,000 | 217 | |
| 500 RUE ST ANN ST 323 | 323 | 645,000 | 229 | 2810 | 3 | 2 | 1 | 49 | 630,000 | 224 | |
| 800 RUE RAMPART OT 230 | 230 | 525,000 | 261 | 2007 | 2 | 2 | | 99 | 490,000 | 244 | |
| 801 RUE BURGUNDY OT 115 | 115 | 695,000 | 229 | 3026 | 3 | 2 | 1 | 83 | 650,000 | 214 | |
| 201 CANAL ST A - P* | A - P | 2,835,000 | 233 | 12160 | 2 | 1 | | | 1,100,000 | 90 | |

* Sale is not used in Summary Table
Source: New Orleans Metropolitan Association of Realtors

PKF's "2007 Trends in the Hotel Industry – 2006 Data"

Full-Service Hotels - 2006

Ratios to Total Revenues

| | All Full-Service Hotels (%) | Average for Top 25% ³ (%) | South Central (%) | Over 200 Rooms (%) | Over \$100 (%) |
|--|-----------------------------|--------------------------------------|-------------------|--------------------|------------------|
| Revenues: | | | | | |
| Rooms | 65.5 | 65.3 | 64.7 | 64.2 | 64.9 |
| Food - including Other Income | 24.2 | 23.3 | 25.2 | 25.3 | 24.4 |
| Beverage | 5.1 | 5.4 | 4.8 | 5.1 | 5.2 |
| Telecommunications | 0.9 | 1.1 | 0.9 | 1.0 | 1.0 |
| Other Operated Departments | 3.1 | 3.5 | 3.2 | 3.2 | 3.2 |
| Rentals and Other Income | 1.3 | 1.4 | 1.1 | 1.3 | 1.3 |
| Total Revenues | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| Departmental Costs and Expenses: | | | | | |
| Rooms | 17.2 | 16.6 | 15.3 | 17.1 | 16.9 |
| Food | 18.7 | 17.9 | 17.9 | 19.3 | 18.9 |
| Beverage | 2.3 | 2.4 | 2.2 | 2.3 | 2.4 |
| Telecommunications | 0.9 | 0.8 | 0.9 | 0.9 | 0.9 |
| Other Operated Departments | 1.7 | 2.1 | 1.8 | 1.8 | 1.8 |
| Total Costs and Expenses | 40.9 | 39.8 | 38.2 | 41.3 | 40.8 |
| Total Operated Departmental Income | 59.1 | 60.2 | 61.8 | 58.7 | 59.2 |
| Undistributed Operating Expenses:² | | | | | |
| Administrative and General | 8.4 | 7.4 | 8.6 | 8.2 | 8.2 |
| Franchise Fees - including Marketing Fees | 3.0 | 2.4 | 3.4 | 2.9 | 2.9 |
| Marketing | 4.7 | 3.9 | 5.3 | 4.6 | 4.5 |
| Property Operation and Maintenance | 4.4 | 3.8 | 4.4 | 4.3 | 4.2 |
| Utility Costs | 3.8 | 3.0 | 4.7 | 3.8 | 3.6 |
| Other Unallocated Operated Departments | - | - | - | - | - |
| Total Undistributed Expenses | 24.3 | 20.5 | 26.3 | 23.7 | 23.4 |
| Income before Fixed Charges | 34.8 | 39.7 | 35.5 | 34.9 | 35.8 |
| Management Fees, Property Taxes, and Insurance:² | | | | | |
| Management Fees | 3.3 | 3.5 | 3.8 | 3.3 | 3.3 |
| Property Taxes and Other Municipal Charges | 3.3 | 3.3 | 3.0 | 3.4 | 3.3 |
| Insurance | 1.3 | 1.2 | 1.4 | 1.4 | 1.3 |
| Total Management Fees, Property Taxes, and Insurance | 7.9 | 7.9 | 8.2 | 8.0 | 8.0 |
| Income before Other Fixed Charges¹ | 26.9 | 31.7 | 27.3 | 26.9 | 27.8 |
| Percentage of Occupancy | 71.7% | 78.3% | 68.7% | 72.2% | 73.3% |
| Average Daily Rate per Occupied Room | \$ 142.74 | \$ 199.71 | \$ 119.57 | \$ 146.39 | \$ 159.82 |

PKF's "2007 Trends in the Hotel Industry – 2006 Data"

Full-Service Hotels - 2006 vs. 2005
Summary -- Dollars per Available Room

| | All Full-Service Hotels | | Average for Top 25% ³ | | South Central Region | | Property Size Over 200 Rooms | | Rate Group Over \$100.00 | |
|--|-------------------------|------------------------|----------------------------------|------------------------|----------------------|------------------------|------------------------------|------------------------|--------------------------|------------------------|
| | 2006 (\$) | Compared with 2005 (%) | 2006 (\$) | Compared with 2005 (%) | 2006 (\$) | Compared with 2005 (%) | 2006 (\$) | Compared with 2005 (%) | 2006 (\$) | Compared with 2005 (%) |
| | | | | | | | | | | |
| Revenues: | | | | | | | | | | |
| Rooms | 37,017 | 9.5 | 56,408 | 11.0 | 29,707 | 8.6 | 38,174 | 9.5 | 42,352 | 9.8 |
| Food - Including Other Income | 13,672 | 6.8 | 20,109 | 7.3 | 11,563 | 10.4 | 15,054 | 6.8 | 15,892 | 6.9 |
| Beverage | 2,899 | 8.0 | 4,685 | 7.3 | 2,213 | 15.7 | 3,037 | 8.4 | 3,385 | 7.6 |
| Telecommunications | 532 | (7.6) | 974 | (5.5) | 434 | (3.8) | 607 | (6.7) | 649 | (7.4) |
| Other Operated Departments | 1,726 | 6.9 | 3,033 | 10.0 | 1,472 | 1.4 | 1,876 | 7.3 | 2,081 | 7.0 |
| Rentals and Other Income | 709 | 12.3 | 1,237 | 9.4 | 508 | 7.4 | 750 | 11.2 | 862 | 11.8 |
| Total Revenues | 56,556 | 9.6 | 86,445 | 9.6 | 45,898 | 9.0 | 59,498 | 8.5 | 65,220 | 8.7 |
| Departmental Costs and Expenses: | | | | | | | | | | |
| Rooms | 9,729 | 6.7 | 14,339 | 7.7 | 7,044 | 5.3 | 10,149 | 6.9 | 11,048 | 6.8 |
| Food | 10,582 | 5.0 | 15,485 | 6.5 | 8,227 | 7.0 | 11,486 | 5.1 | 12,304 | 5.1 |
| Beverage | 1,326 | 4.1 | 2,111 | 3.8 | 1,005 | 6.1 | 1,359 | 4.6 | 1,541 | 4.5 |
| Telecommunications | 495 | 0.2 | 723 | 1.3 | 431 | 0.9 | 537 | 0.1 | 563 | 0.5 |
| Other Operated Departments | 983 | 4.3 | 1,778 | 5.7 | 824 | 1.0 | 1,058 | 3.2 | 1,183 | 4.2 |
| Total Costs and Expenses | 23,114 | 5.5 | 34,437 | 6.7 | 17,531 | 5.8 | 24,589 | 5.6 | 26,640 | 5.7 |
| Total Operated Departmental Income | 33,442 | 10.7 | 52,008 | 11.7 | 28,367 | 11.1 | 34,910 | 10.6 | 38,581 | 10.9 |
| Undistributed Operating Expenses:² | | | | | | | | | | |
| Administrative and General | 4,788 | 6.7 | 6,407 | 8.2 | 3,947 | 6.4 | 4,891 | 6.5 | 5,329 | 7.1 |
| Franchise Fees - Including Marketing Fees | 1,709 | 10.2 | 2,054 | 9.8 | 1,564 | 9.6 | 1,700 | 10.0 | 1,884 | 10.5 |
| Marketing | 2,643 | 3.6 | 3,356 | 3.1 | 2,422 | 2.8 | 2,736 | 3.4 | 2,935 | 3.5 |
| Property Operation and Maintenance | 2,475 | 4.6 | 3,284 | 5.7 | 2,018 | 2.7 | 2,559 | 4.6 | 2,751 | 4.8 |
| Utility Costs | 2,165 | 6.6 | 2,598 | 6.9 | 2,143 | 4.9 | 2,235 | 6.8 | 2,332 | 7.1 |
| Other Unallocated Operated Departments | 1 | N/C | 4 | N/C | - | - | 2 | N/C | 2 | N/C |
| Total Undistributed Expenses | 13,761 | 6.1 | 17,704 | 6.8 | 12,093 | 5.2 | 14,123 | 6.0 | 15,233 | 6.4 |
| Income before Fixed Charges | 19,681 | 14.2 | 34,304 | 14.4 | 16,274 | 15.9 | 20,786 | 14.0 | 23,348 | 14.1 |
| Management Fees, Property Taxes, and Insurance:² | | | | | | | | | | |
| Management Fees | 1,847 | 12.2 | 3,044 | 18.2 | 1,744 | 11.3 | 1,952 | 12.5 | 2,167 | 12.5 |
| Property Taxes and Other Municipal Charges | 1,858 | 5.2 | 2,817 | 4.7 | 1,378 | 5.6 | 1,995 | 5.3 | 2,183 | 5.5 |
| Insurance | 754 | 9.8 | 1,010 | 8.8 | 645 | 15.5 | 806 | 9.5 | 851 | 9.6 |
| Total Management Fees, Property Taxes, and Insurance | 4,459 | 8.8 | 6,872 | 11.0 | 3,767 | 9.8 | 4,753 | 8.9 | 5,201 | 9.0 |
| Income before Other Fixed Charges¹ | 15,221 | 15.9 | 27,432 | 15.3 | 12,508 | 17.8 | 16,033 | 15.7 | 18,147 | 15.6 |
| Percentage of Occupancy | 71.7% | 0.9 | 78.3% | 1.4 | 68.7% | 0.3 | 72.2% | 0.9 | 73.3% | 1.1 |
| Average Daily Rate per Occupied Room | \$ 142.74 | 8.5 | \$ 199.71 | 9.3 | \$ 119.57 | 8.1 | \$ 146.39 | 8.4 | \$ 159.82 | 8.5 |

HOST 2007 REPORT (2006 Data)

| | Total U.S. | | | Chain-Affiliated | | |
|---|----------------|--------------------|-------------------------|------------------|--------------------|-------------------------|
| Occupancy (of Sample) | | 69.8% | | | 70.4% | |
| Average Size Of Property (Rooms) | | 310 | | | 323 | |
| Average Daily Rate | | \$156.11 | | | \$155.10 | |
| | Ratio to Sales | Per Available Room | Per Occupied Room Night | Ratio to Sales | Per Available Room | Per Occupied Room Night |
| REVENUE | | | | | | |
| Rooms | 62.3% | \$38,755 | \$156.11 | 63.3% | \$38,921 | \$155.10 |
| Food | 20.1% | \$12,494 | \$50.33 | 19.9% | \$12,219 | \$48.69 |
| Beverage | 5.1% | \$3,185 | \$12.83 | 4.9% | \$3,013 | \$12.01 |
| Other Food & Beverage | 4.9% | \$3,043 | \$12.26 | 4.9% | \$2,983 | \$11.89 |
| Telecommunications | 0.8% | \$482 | \$1.94 | 0.8% | \$498 | \$1.98 |
| Other Operated Departments | 4.4% | \$2,708 | \$10.91 | 3.8% | \$2,324 | \$9.26 |
| Rentals & Other Income | 2.3% | \$1,429 | \$5.76 | 2.2% | \$1,367 | \$5.45 |
| Cancellation Fee | 0.2% | \$154 | \$0.62 | 0.2% | \$144 | \$0.57 |
| Total Revenue | 100.0% | \$62,250 | \$250.76 | 100.0% | \$61,469 | \$244.95 |
| DEPARTMENTAL EXPENSES | | | | | | |
| Rooms | 25.4% | \$9,840 | \$39.64 | 25.1% | \$9,788 | \$39.00 |
| Food & Beverage | 73.2% | \$13,695 | \$55.16 | 72.8% | \$13,269 | \$52.88 |
| Telecommunications | 112.7% | \$543 | \$2.19 | 110.9% | \$552 | \$2.20 |
| Other Operated Depts & Rentals | 3.4% | \$2,113 | \$8.51 | 3.0% | \$1,813 | \$7.22 |
| Total Departmental Expenses | 42.1% | \$26,191 | \$105.50 | 41.4% | \$25,422 | \$101.30 |
| Total Departmental Profit | 57.9% | \$36,059 | \$145.26 | 58.6% | \$36,047 | \$143.65 |
| UNDISTRIBUTED OPERATING EXPENSES | | | | | | |
| Administrative & General | 8.1% | \$5,055 | \$20.36 | 8.0% | \$4,899 | \$19.52 |
| Marketing | 6.7% | \$4,181 | \$16.84 | 6.7% | \$4,134 | \$16.47 |
| Utility Costs | 4.0% | \$2,485 | \$10.01 | 4.0% | \$2,453 | \$9.78 |
| Property Operations & Maintenance | 4.6% | \$2,890 | \$11.64 | 4.6% | \$2,818 | \$11.23 |
| Total Undistributed Operating Expenses | 23.5% | \$14,611 | \$58.85 | 23.3% | \$14,304 | \$57.00 |
| GROSS OPERATING PROFIT | 34.4% | \$21,448 | \$86.41 | 35.3% | \$21,743 | \$86.65 |
| Franchise Fees (Royalty) | 0.7% | \$411 | \$1.66 | 0.7% | \$449 | \$1.79 |
| Management Fees | 3.3% | \$2,072 | \$8.35 | 3.4% | \$2,097 | \$8.36 |
| INCOME BEFORE FIXED CHARGES | 30.5% | \$18,965 | \$76.40 | 31.2% | \$19,197 | \$76.50 |
| Selected Fixed Charges | | | | | | |
| Property Taxes | 3.1% | \$1,905 | \$7.67 | 3.1% | \$1,916 | \$7.64 |
| Insurance | 1.3% | \$829 | \$3.34 | 1.3% | \$808 | \$3.22 |
| Reserve For Capital Replacement | 1.5% | \$924 | \$3.72 | 1.5% | \$915 | \$3.65 |
| AMOUNT AVAILABLE FOR DEBT SERVICE & OTHER FIXED CHARGES* | 24.6% | \$15,307 | \$61.67 | 25.3% | \$15,558 | \$61.99 |

HOST 2007 REPORT (2006 Data)

Ratio to Sales

| | West South Central | Urban | 150 to 300 Rooms | Upscale |
|---|-------------------------------|---------------|-----------------------------|----------------|
| Occupancy (of Sample) | 65.9% | 71.3% | 67.7% | 68.0% |
| Average Size Of Property (Rooms) | 352 | 405 | 218 | 248 |
| Average Daily Rate | \$133.73 | \$173.59 | \$140.22 | \$134.52 |
| REVENUE | | | | |
| Rooms | 59.9% | 65.3% | 65.5% | 66.3% |
| Food | 21.0% | 19.0% | 18.2% | 17.9% |
| Beverage | 4.7% | 5.0% | 4.9% | 4.2% |
| Other Food & Beverage | 5.3% | 4.6% | 5.0% | 4.8% |
| Telecommunications | 0.8% | 0.9% | 0.6% | 0.6% |
| Other Operated Departments | 4.6% | 2.4% | 3.8% | 4.0% |
| Rentals & Other Income | 3.2% | 2.5% | 1.9% | 2.0% |
| Cancellation Fee | 0.4% | 0.2% | 0.2% | 0.2% |
| Total Revenue | 100.0% | 100.0% | 100.0% | 100.0% |
| DEPARTMENTAL EXPENSES | | | | |
| Rooms | 23.2% | 25.7% | 25.2% | 25.7% |
| Food & Beverage | 67.3% | 76.1% | 75.5% | 75.7% |
| Telecommunications | 116.6% | 105.3% | 119.7% | 132.2% |
| Other Operated Depts & Rentals | 3.6% | 2.0% | 3.2% | 2.9% |
| Total Departmental Expenses | 39.3% | 41.5% | 41.6% | 41.2% |
| Total Departmental Profit | 60.7% | 58.5% | 58.4% | 58.8% |
| UNDISTRIBUTED OPERATING EXPENSES | | | | |
| Administrative & General | 8.3% | 8.0% | 9.0% | 8.6% |
| Marketing | 7.3% | 6.6% | 7.1% | 7.0% |
| Utility Costs | 4.7% | 3.8% | 4.3% | 4.5% |
| Property Operations & Maintenance | 4.6% | 4.4% | 4.9% | 4.9% |
| Total Undistributed Operating Expenses | 25.0% | 22.9% | 25.3% | 25.0% |
| GROSS OPERATING PROFIT | 35.7% | 35.6% | 33.1% | 33.8% |
| Franchise Fees (Royalty) | 0.7% | 0.4% | 1.4% | 1.1% |
| Management Fees | 3.1% | 3.3% | 3.0% | 3.3% |
| INCOME BEFORE FIXED CHARGES | 31.9% | 31.8% | 28.6% | 29.5% |
| Selected Fixed Charges | | | | |
| Property Taxes | 3.2% | 3.7% | 2.8% | 2.8% |
| Insurance | 1.4% | 1.2% | 1.3% | 1.3% |
| Reserve For Capital Replacement | 1.4% | 1.3% | 1.5% | 1.6% |
| AMOUNT AVAILABLE FOR DEBT SERVICE & OTHER FIXED CHARGES* | 25.9% | 25.6% | 23.0% | 23.8% |

HOST 2007 REPORT (2006 Data)

Dollars Per Available Room

| | West South Central | Urban | 150 to 300 Rooms | Upscale |
|---|-------------------------------|------------------|-----------------------------|------------------|
| Occupancy (of Sample) | 65.9% | 71.3% | 67.7% | 68.0% |
| Average Size Of Property (Rooms) | 352 | 405 | 218 | 248 |
| Average Daily Rate | \$133.73 | \$173.59 | \$140.22 | \$134.52 |
| REVENUE | | | | |
| Rooms | \$ 31,783 | \$ 44,384 | \$ 33,745 | \$ 32,428 |
| Food | \$ 11,133 | \$ 12,875 | \$ 9,398 | \$ 8,755 |
| Beverage | \$ 2,512 | \$ 3,384 | \$ 2,503 | \$ 2,074 |
| Other Food & Beverage | \$ 2,788 | \$ 3,144 | \$ 2,580 | \$ 2,323 |
| Telecommunications | \$ 431 | \$ 603 | \$ 324 | \$ 293 |
| Other Operated Departments | \$ 2,466 | \$ 1,636 | \$ 1,957 | \$ 1,937 |
| Rentals & Other Income | \$ 1,720 | \$ 1,729 | \$ 972 | \$ 980 |
| Cancellation Fee | \$ 207 | \$ 140 | \$ 104 | \$ 85 |
| Total Revenue | \$ 53,040 | \$ 67,895 | \$ 51,583 | \$ 48,875 |
| DEPARTMENTAL EXPENSES | | | | |
| Rooms | \$ 7,384 | \$ 11,426 | \$ 8,510 | \$ 8,324 |
| Food & Beverage | \$ 11,053 | \$ 14,774 | \$ 10,937 | \$ 9,959 |
| Telecommunications | \$ 502 | \$ 635 | \$ 388 | \$ 387 |
| Other Operated Depts & Rentals | \$ 1,894 | \$ 1,358 | \$ 1,642 | \$ 1,454 |
| Total Departmental Expenses | \$ 20,833 | \$ 28,193 | \$ 21,477 | \$ 20,124 |
| Total Departmental Profit | \$ 32,207 | \$ 39,702 | \$ 30,106 | \$ 28,751 |
| UNDISTRIBUTED OPERATING EXPENSES | | | | |
| Administrative & General | \$ 4,422 | \$ 5,448 | \$ 4,641 | \$ 4,207 |
| Marketing | \$ 3,883 | \$ 4,515 | \$ 3,682 | \$ 3,407 |
| Utility Costs | \$ 2,507 | \$ 2,600 | \$ 2,240 | \$ 2,188 |
| Property Operations & Maintenance | \$ 2,466 | \$ 2,981 | \$ 2,510 | \$ 2,412 |
| Total Undistributed Operating Expenses | \$ 13,278 | \$ 15,544 | \$ 13,073 | \$ 12,214 |
| GROSS OPERATING PROFIT | \$ 18,929 | \$ 24,158 | \$ 17,033 | \$ 16,537 |
| Franchise Fees (Royalty) | \$ 378 | \$ 286 | \$ 728 | \$ 540 |
| Management Fees | \$ 1,627 | \$ 2,271 | \$ 1,560 | \$ 1,594 |
| INCOME BEFORE FIXED CHARGES | \$ 16,924 | \$ 21,601 | \$ 14,745 | \$ 14,403 |
| Selected Fixed Charges | | | | |
| Property Taxes | \$ 1,693 | \$ 2,481 | \$ 1,436 | \$ 1,357 |
| Insurance | \$ 749 | \$ 811 | \$ 693 | \$ 623 |
| Reserve For Capital Replacement | \$ 725 | \$ 881 | \$ 767 | \$ 758 |
| AMOUNT AVAILABLE FOR DEBT SERVICE & OTHER FIXED CHARGES* | \$ 13,757 | \$ 17,428 | \$ 11,849 | \$ 11,665 |

**Comparable 1
Luxury, All Suites, Limited Service Hotel
New Orleans, CBD
Operating Statistics**

| 2004 | 2005 | Year | 2004 | 2005 |
|--------------------------|----------|-----------------------------------|------------------|----------|
| 72.12% | 75.46% | Occupancy | 72.12% | 75.46% |
| \$129.48 | \$145.21 | ADR | \$129.48 | \$145.21 |
| \$93.38 | \$109.58 | RevPar | \$93.38 | \$109.58 |
| % of Room Sales | | Revenue | \$ / Room | |
| | | Rooms | \$34,177 | \$39,998 |
| 0.4% | 0.3% | Food & Beverage | \$137 | \$123 |
| 0.8% | 0.4% | Telephone | \$283 | \$174 |
| 5.9% | 4.1% | Other | \$2,002 | \$1,641 |
| 100.0% | 100.0% | Total Revenue | \$36,598 | \$41,936 |
| % of Dept. Income | | Less: Dept. Exp. | | |
| 20.4% | 15.6% | Rooms | \$6,956 | \$6,242 |
| 30.7% | 30.1% | Food & Beverage | \$42 | \$37 |
| 45.9% | 64.9% | Telephone | \$130 | \$113 |
| 42.7% | 40.3% | Other | \$855 | \$661 |
| 21.8% | 16.8% | Total Dept.Exp. | \$7,983 | \$7,053 |
| 78.2% | 83.2% | Dept. Profit | \$28,615 | \$34,883 |
| % of Total Rev. | | Less: Unallocated Expenses | | |
| 10.7% | 9.6% | Adm. & General | \$3,912 | \$4,018 |
| 10.4% | 8.8% | Sales & Marketing | \$3,792 | \$3,689 |
| 4.8% | 3.8% | Op. & Maintenance | \$1,757 | \$1,613 |
| 3.5% | 3.1% | Energy | \$1,278 | \$1,295 |
| 29.3% | 25.3% | Unallocated Expense | \$10,740 | \$10,616 |
| 48.8% | 57.9% | GOP | \$17,875 | \$24,267 |
| | | Less: Fixed Exp. | | |
| | | Insurance | | |
| 5.9% | 4.1% | Taxes | \$2,157 | \$1,737 |
| | | Equipment Leases | | |
| 3.8% | 4.0% | Management | \$1,402 | \$1,678 |
| | | Replacement Reserve | | |
| 9.7% | 8.1% | Total Fixed Expenses | \$3,559 | \$3,415 |
| 39.1% | 49.7% | Net Income | \$14,316 | \$20,852 |

Comparable 2: Luxury, Limited Service Hotel in the New Orleans CBD

| | | | | |
|------------------------------------|---------------------|------------------|---------------------|------------------|
| Occupancy | 64.00% | | 64.42% | |
| ADR | \$128.35 | | \$136.14 | |
| RevPar | \$82.14 | | \$87.81 | |
| Year | % of Room | \$ / Room | % of Room | \$ / Room |
| Revenue | Sales | \$ / Room | Sales | \$ / Room |
| Rooms | | \$29,980 | | \$32,100 |
| Food & Beverage | 32.4% | \$9,704 | 34.5% | \$11,067 |
| Telephone | 1.6% | \$486 | 1.3% | \$425 |
| Other | 6.8% | \$2,031 | 5.9% | \$1,906 |
| Total Revenue | 140.8% | \$42,201 | 141.7% | \$45,497 |
| Less: Departmental Expenses | % Dept. Inc. | \$ / Room | % Dept. Inc. | \$ / Room |
| Rooms | 31.0% | \$9,302 | 33.4% | \$10,705 |
| Food & Beverage | 89.0% | \$8,639 | 90.5% | \$10,020 |
| Telephone | 69.2% | \$336 | 85.7% | \$364 |
| Other | 75.7% | \$1,537 | 79.3% | \$1,510 |
| Total Departmental Expenses | 47.0% | \$19,814 | 49.7% | \$22,599 |
| Total Departmental Profit | 53.0% | \$22,388 | 50.3% | \$22,898 |
| Less: Unallocated Expenses | % Total Inc. | \$ / Room | % Total Inc. | \$ / Room |
| Administrative & General | 9.4% | \$3,974 | 10.3% | \$4,681 |
| Sales & Marketing | 9.6% | \$4,048 | 9.5% | \$4,304 |
| Property Op. & Maintenance | 3.5% | \$1,466 | 3.6% | \$1,625 |
| Energy | 5.4% | \$2,286 | 4.8% | \$2,171 |
| Total Unallocated Expense | 27.9% | \$11,774 | 28.1% | \$12,782 |
| Gross Operating Profit | 25.2% | \$10,614 | 22.2% | \$10,116 |
| Less: Fixed Expenses | | | | |
| Insurance | 1.8% | \$744 | 1.3% | \$602 |
| Real Estate Taxes | 1.2% | \$526 | 1.9% | \$844 |
| Management | 4.3% | \$1,814 | 4.0% | \$1,824 |
| Total Fixed Expenses | 7.3% | \$3,083 | 7.2% | \$3,270 |
| Net Income | 17.8% | \$7,531 | 15.0% | \$6,846 |

Comparable No 3: Upscale Full Service Hotel in the New Orleans CBD

| 2003 | 2004 | 2005 | 2006 | Year | 2003 | 2004 | 2005 | 2006 |
|---------------------------------|----------|----------|----------|-----------------------------------|------------------|----------|----------|----------|
| 70.60% | 67.10% | 70.30% | 49.70% | Occupancy | 70.60% | 67.10% | 70.30% | 49.70% |
| \$133.76 | \$132.46 | \$129.04 | \$129.93 | ADR | \$133.76 | \$132.46 | \$129.04 | \$129.93 |
| \$94.46 | \$88.91 | \$90.66 | \$64.62 | RevPar | \$94.46 | \$88.91 | \$90.66 | \$64.62 |
| % of Room Sales | | | | Revenue | \$ / Room | | | |
| | | | | Rooms | \$33,430 | \$31,464 | \$23,541 | \$22,213 |
| 36.8% | 36.2% | 31.6% | 9.2% | Food & Beverage | \$12,314 | \$11,387 | \$7,449 | \$2,033 |
| 1.5% | 1.3% | 1.1% | 1.1% | Telephone | \$499 | \$412 | \$264 | \$235 |
| 4.5% | 4.9% | 6.6% | 7.4% | Other | \$1,507 | \$1,557 | \$1,548 | \$1,638 |
| 100.0% | 100.0% | 100.0% | 100.0% | Total Revenue | \$47,750 | \$44,820 | \$32,803 | \$26,119 |
| % of Departmental Income | | | | Less: Dept. Exp. | \$ / Room | | | |
| 22.9% | 24.7% | 27.2% | 31.8% | Rooms | \$7,664 | \$7,780 | \$6,410 | \$7,067 |
| 86.4% | 88.6% | 98.7% | 207.2% | Food & Beverage | \$10,634 | \$10,086 | \$7,350 | \$4,213 |
| 102.0% | 149.4% | 137.5% | 160.2% | Telephone | \$509 | \$616 | \$363 | \$376 |
| 84.1% | 79.4% | 67.7% | 82.4% | Other | \$1,267 | \$1,236 | \$1,049 | \$1,351 |
| 42.0% | 44.0% | 46.3% | 49.8% | Total Dept. Exp. | \$20,074 | \$19,719 | \$15,172 | \$13,007 |
| 58.0% | 56.0% | 53.7% | 50.2% | Dept. Profit | \$27,675 | \$25,101 | \$17,631 | \$13,112 |
| % of Total Revenue | | | | Less: Unallocated Expenses | \$ / Room | | | |
| 13.2% | 13.3% | 17.5% | 21.5% | Adm. & General | \$6,286 | \$5,980 | \$5,739 | \$5,627 |
| 8.4% | 9.6% | 11.1% | 12.7% | Sales & Marketing | \$4,017 | \$4,282 | \$3,654 | \$3,312 |
| 5.4% | 5.7% | 6.3% | 9.8% | Op. & Maintenance | \$2,584 | \$2,536 | \$2,064 | \$2,565 |
| 4.1% | 4.8% | 5.2% | 10.1% | Energy | \$1,935 | \$2,161 | \$1,719 | \$2,639 |
| 31.0% | 33.4% | 40.2% | 54.1% | Unallocated Expense | \$14,822 | \$14,958 | \$13,177 | \$14,143 |
| 26.9% | 22.6% | 13.6% | -3.9% | GOP | \$12,854 | \$10,142 | \$4,454 | -\$1,031 |
| | | | | Less: Fixed Exp. | | | | |
| 0.9% | 0.8% | 0.9% | 5.2% | Insurance | \$411 | \$348 | \$286 | \$1,352 |
| 0.8% | 0.8% | 1.1% | 1.7% | Taxes | \$381 | \$380 | \$360 | \$456 |
| 1.4% | 1.1% | 0.6% | 0.9% | Equipment Leases | \$652 | \$480 | \$188 | \$226 |
| 1.6% | 1.5% | 3.0% | 3.0% | Management | \$747 | \$672 | \$984 | \$784 |
| | | | | Replacement Reserve | | | | |
| 7.3% | 6.9% | 11.2% | 23.0% | Total Fixed Expenses | \$3,500 | \$3,087 | \$3,686 | \$6,003 |
| 19.6% | 15.7% | 2.3% | -26.9% | Net Income | \$9,354 | \$7,055 | \$768 | -\$7,034 |

Comparable 4
Luxury Limited Service Hotel
New Orleans French Quarter
Operating Statistics

| 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | Year | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 |
|---------------------------------|----------|----------|----------|----------|----------|----------|---------------------------------------|------------------|----------|----------|----------|----------|----------|----------|
| 75.70% | 71.60% | 72.50% | 70.90% | 72.10% | 71.92% | 45.31% | Occupancy | 75.70% | 71.60% | 72.50% | 70.90% | 72.10% | 71.92% | 45.31% |
| \$152.22 | \$151.13 | \$143.48 | \$135.05 | \$140.14 | \$136.03 | \$130.68 | ADR | \$152.22 | \$151.13 | \$143.48 | \$135.05 | \$140.14 | \$136.03 | \$130.68 |
| \$115.23 | \$108.22 | \$104.05 | \$95.69 | \$101.09 | \$97.83 | \$59.21 | RevPar | \$115.23 | \$108.22 | \$104.05 | \$95.69 | \$101.09 | \$97.83 | \$59.21 |
| % of Room Sales | | | | | | | Revenue | \$ / Room | | | | | | |
| 20.9% | 22.0% | 23.7% | 21.8% | 24.3% | 24.1% | 14.6% | Rooms | \$42,174 | \$39,499 | \$37,977 | \$34,927 | \$36,999 | \$26,512 | \$21,613 |
| 12.0% | 9.6% | 18.9% | 20.5% | 14.6% | 19.3% | 34.1% | Food & Beverage | \$8,827 | \$8,698 | \$8,990 | \$7,615 | \$8,996 | \$6,398 | \$3,156 |
| 4.0% | 3.4% | 2.5% | 2.1% | 1.7% | 1.3% | 1.1% | Commercial Space Revenue (Net) | \$1,058 | \$835 | \$1,703 | \$1,560 | \$1,317 | \$1,235 | \$1,076 |
| 2.8% | 4.3% | 3.6% | 4.6% | 5.2% | 5.1% | 5.4% | Telephone | \$1,704 | \$1,326 | \$960 | \$739 | \$622 | \$334 | \$231 |
| 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | Other | \$1,178 | \$1,692 | \$1,367 | \$1,604 | \$1,912 | \$1,363 | \$1,159 |
| | | | | | | | Total Revenue | \$64,941 | \$62,050 | \$50,997 | \$46,445 | \$49,847 | \$35,842 | \$27,235 |
| % of Departmental Income | | | | | | | Less: Dept. Exp. | \$ / Room | | | | | | |
| 24.6% | 26.0% | 25.9% | 25.8% | 23.8% | 27.8% | 32.6% | Rooms | \$10,392 | \$10,264 | \$9,854 | \$9,003 | \$8,820 | \$7,381 | \$7,044 |
| 86.1% | 83.4% | 79.2% | 83.8% | 78.9% | 85.5% | 114.6% | Food & Beverage | \$7,603 | \$7,255 | \$7,124 | \$6,381 | \$7,098 | \$5,470 | \$3,616 |
| 46.1% | 50.0% | 62.3% | 71.0% | 82.0% | 126.8% | 225.9% | Telephone | \$786 | \$663 | \$598 | \$525 | \$510 | \$424 | \$522 |
| 54.5% | 45.5% | 15.6% | 14.2% | 13.2% | 18.6% | 0.9% | Other | \$642 | \$770 | \$213 | \$229 | \$253 | \$253 | \$10 |
| 35.4% | 36.4% | 34.9% | 34.7% | 33.5% | 37.7% | 41.1% | Total Dept. Exp. | \$19,423 | \$18,953 | \$17,788 | \$16,137 | \$16,681 | \$13,528 | \$11,192 |
| 64.6% | 63.6% | 65.1% | 65.3% | 66.5% | 62.3% | 58.9% | Dept. Profit | \$35,518 | \$33,097 | \$33,209 | \$30,308 | \$33,166 | \$22,314 | \$16,043 |
| % of Total Revenue | | | | | | | Less: Unallocated Expenses | \$ / Room | | | | | | |
| 11.9% | 12.6% | 11.2% | 12.5% | 12.5% | 15.6% | 20.0% | Adm. & General | \$6,547 | \$6,579 | \$5,714 | \$5,803 | \$6,212 | \$5,603 | \$5,458 |
| 8.7% | 9.5% | 8.5% | 9.4% | 9.5% | 12.4% | 15.4% | Sales & Marketing | \$4,772 | \$4,924 | \$4,344 | \$4,348 | \$4,747 | \$4,452 | \$4,202 |
| 5.1% | 5.8% | 5.0% | 5.9% | 5.5% | 7.2% | 9.3% | Op. & Maintenance | \$2,784 | \$3,001 | \$2,546 | \$2,725 | \$2,738 | \$2,571 | \$2,525 |
| 3.0% | 3.0% | 2.5% | 3.1% | 3.1% | 4.2% | 6.2% | Energy | \$1,623 | \$1,547 | \$1,286 | \$1,429 | \$1,564 | \$1,518 | \$1,681 |
| 28.6% | 30.8% | 27.2% | 30.8% | 30.6% | 39.5% | 50.9% | Unallocated Expense | \$15,726 | \$16,051 | \$13,890 | \$14,306 | \$15,261 | \$14,144 | \$13,866 |
| 36.0% | 32.7% | 37.9% | 34.5% | 35.9% | 22.8% | 8.0% | GOP | \$19,792 | \$17,046 | \$19,318 | \$16,003 | \$17,905 | \$8,170 | \$2,177 |
| 1.0% | 1.1% | 1.6% | 2.2% | 1.9% | 2.2% | 2.7% | Less: Fixed Exp. | | | | | | | |
| 0.4% | 0.4% | 0.2% | 0.2% | 0.1% | 0.2% | 2.3% | Insurance | \$544 | \$550 | \$798 | \$1,035 | \$929 | \$772 | \$735 |
| 0.3% | 0.3% | 0.3% | 0.3% | 0.3% | 0.4% | 0.4% | Taxes | \$242 | \$210 | \$107 | \$82 | \$69 | \$77 | \$630 |
| 4.7% | 6.1% | 6.3% | 4.7% | 6.0% | 5.3% | 4.6% | Equipment Leases | \$189 | \$148 | \$148 | \$152 | \$150 | \$135 | \$119 |
| 6.6% | 6.3% | 8.2% | 7.6% | 8.1% | 8.0% | 8.6% | Management | \$2,591 | \$3,199 | \$3,200 | \$2,184 | \$2,977 | \$1,912 | \$1,264 |
| | | | | | | | Ground Leases | | | | | | | |
| | | | | | | | Replacement Reserve | | | | | | | |
| 13.0% | 14.2% | 16.5% | 15.0% | 16.3% | 16.1% | 18.7% | Total Fixed Expenses | \$7,169 | \$7,401 | \$8,412 | \$6,985 | \$8,148 | \$5,756 | \$5,081 |
| 23.0% | 18.5% | 21.4% | 19.4% | 19.6% | 6.7% | -10.7% | Net Income | \$12,623 | \$9,644 | \$10,906 | \$9,018 | \$9,756 | \$2,414 | -\$2,904 |