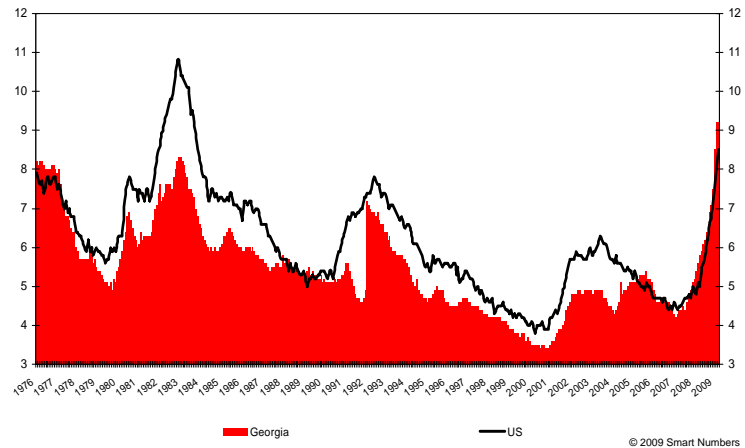


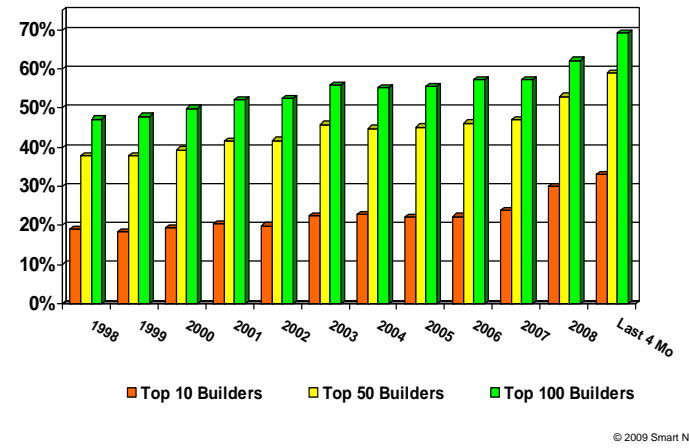
# State of the Market

May 2009

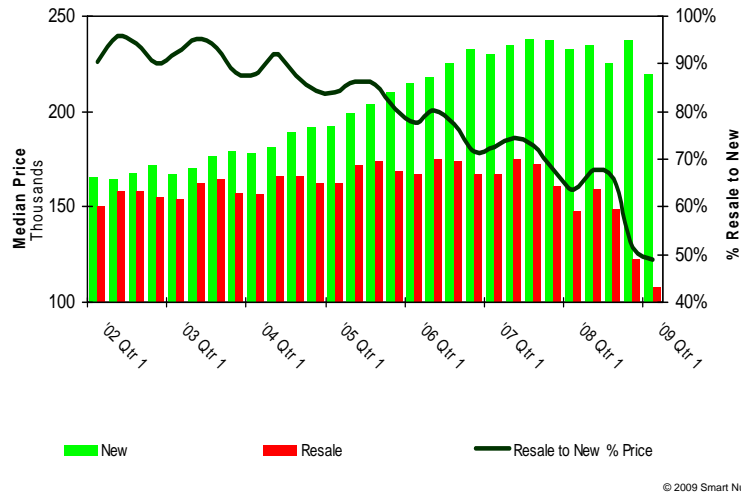
## Unemployment Rate 1976 – March 2009



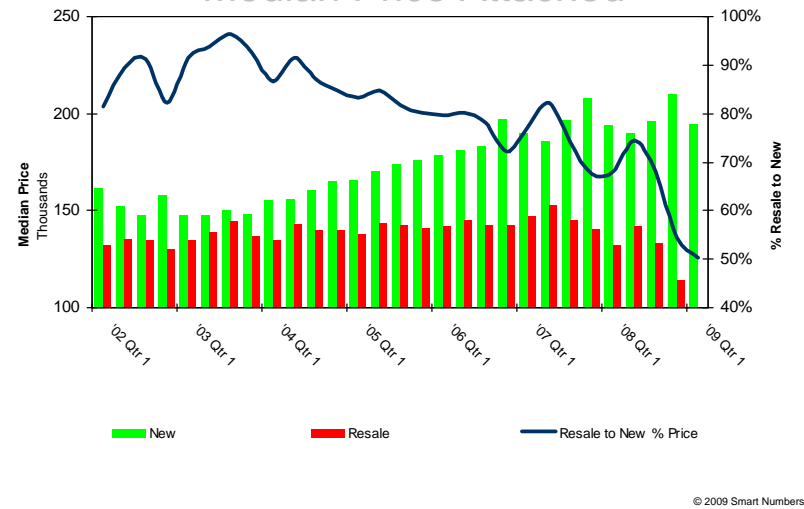
## Top Builders Market Share



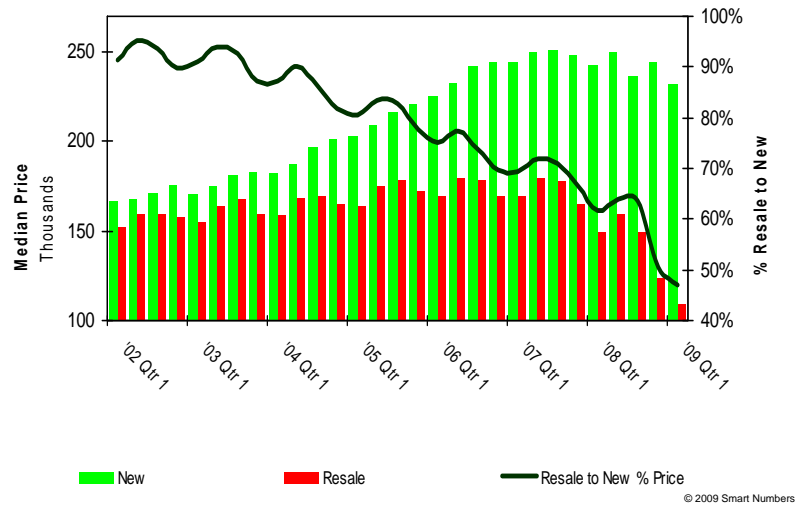
## Median Price Total



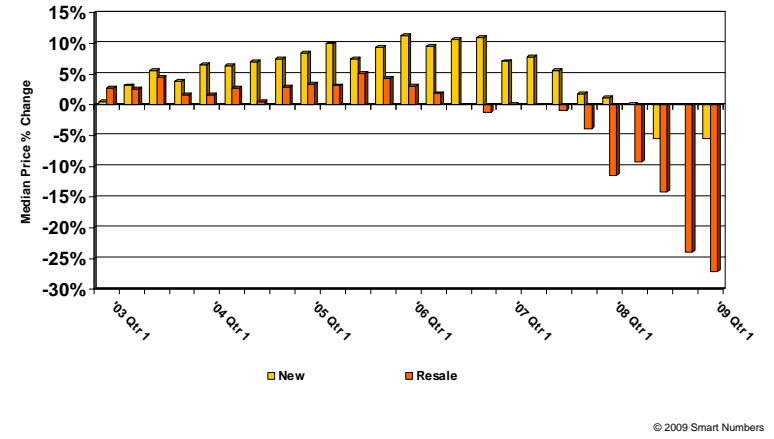
## Median Price Attached



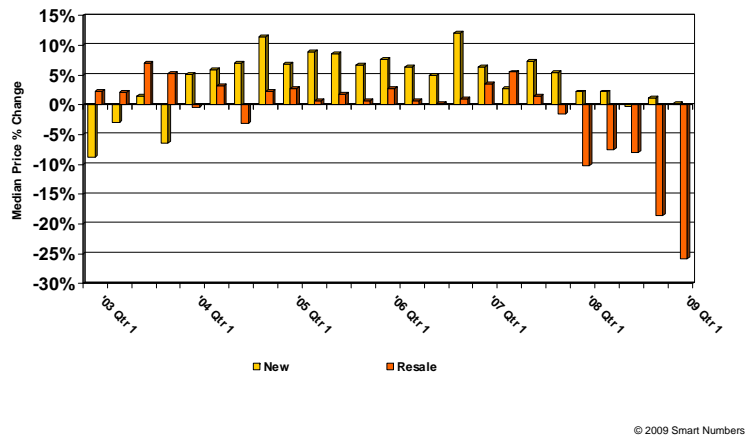
### Median Price Detached



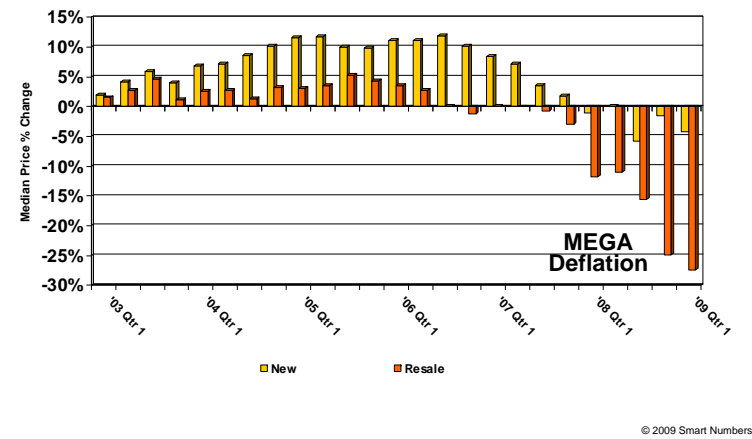
### Total Median Price Year to Year % Change



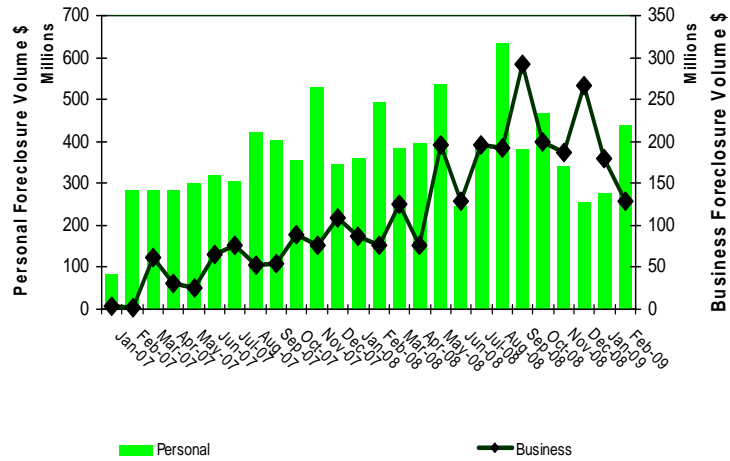
### Attached Median Price Year to Year % Change



### Detached Median Price Year to Year % Change

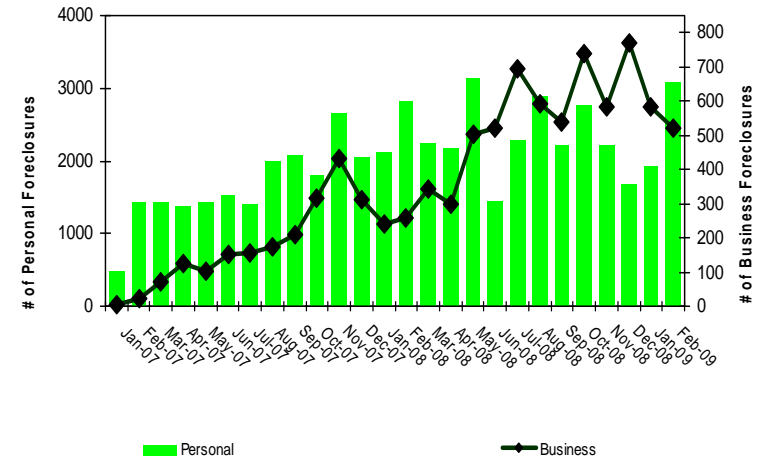


## Foreclosures by Month



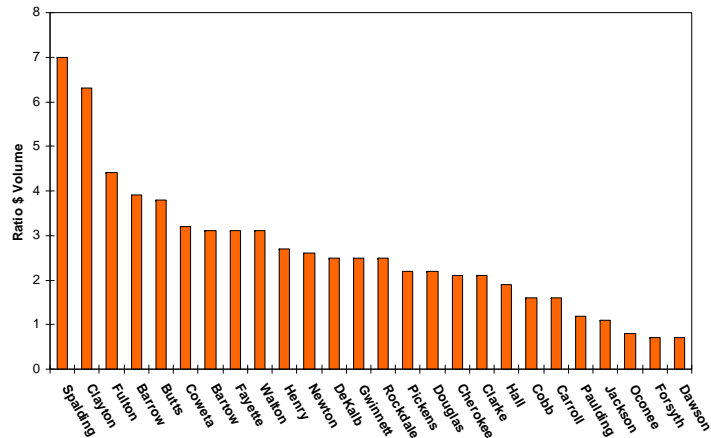
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## Foreclosures by Month Units



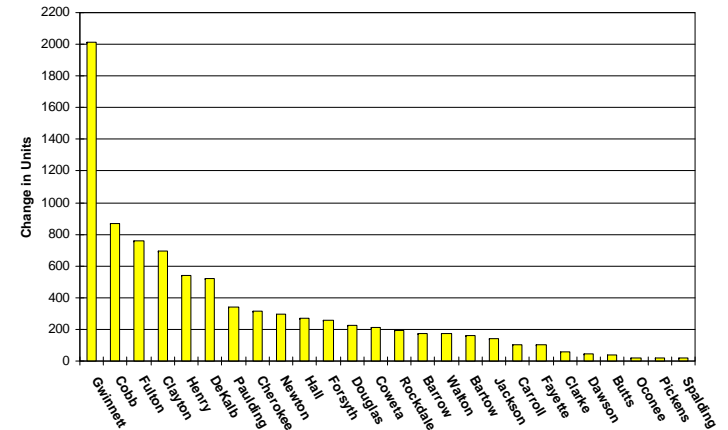
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## Personal & Business Foreclosures 2008 Personal/Business Volume Ratio



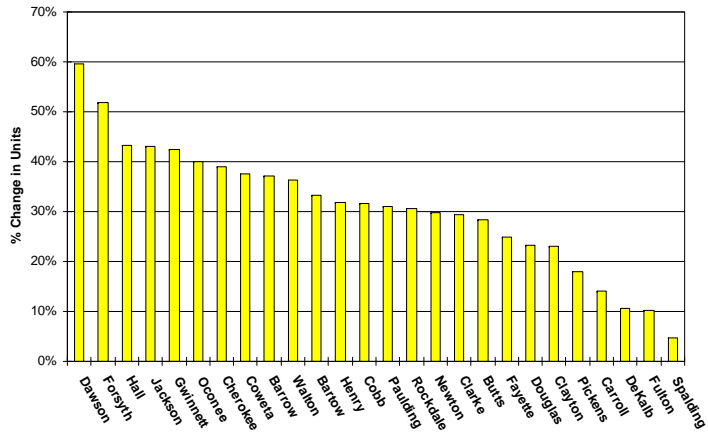
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## Personal Foreclosures 2007 vs 2008



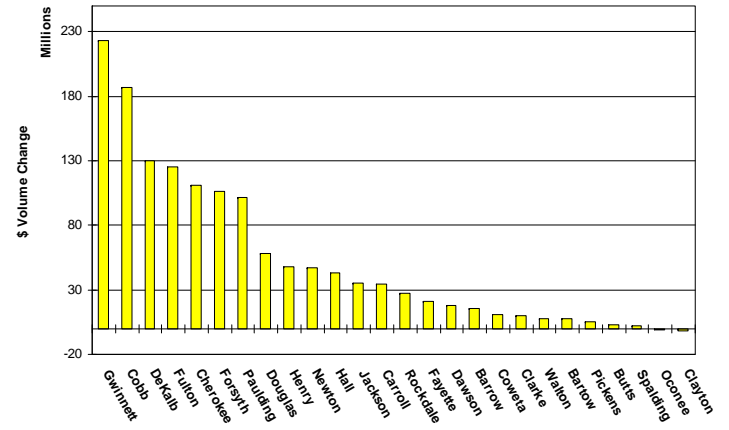
© 2009 Smart Numbers

## Personal Foreclosures 2007 vs 2008



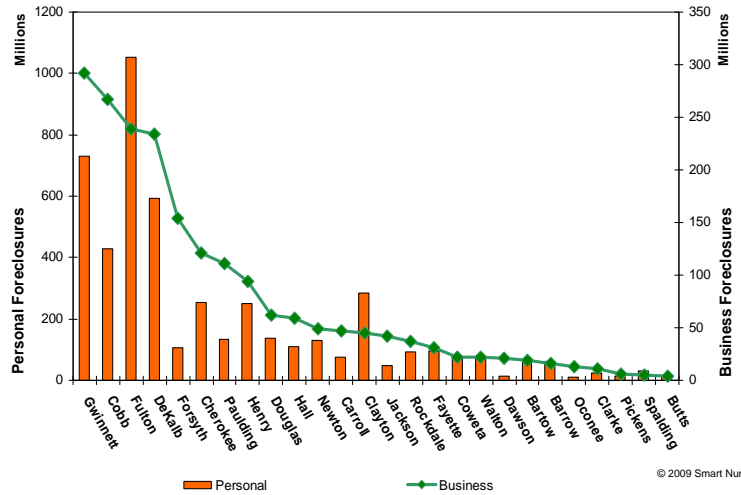
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## Business Foreclosures 2007 vs 2008



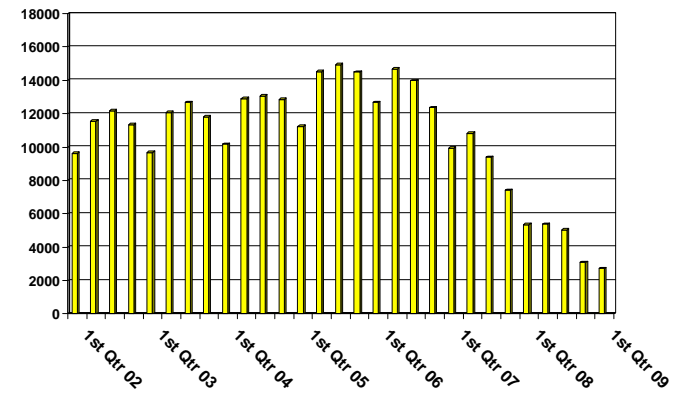
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## Personal & Business Foreclosures Dollar Volume 2008



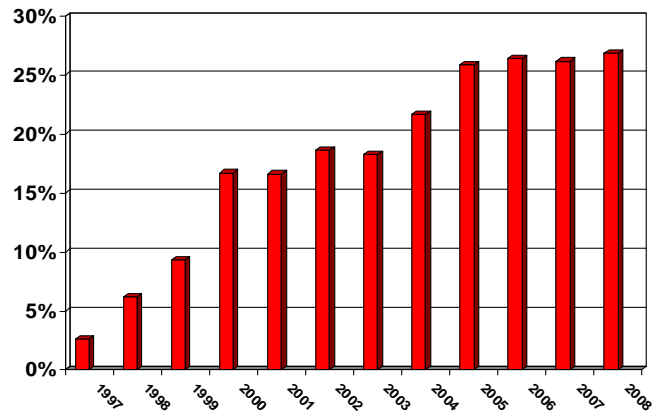
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## New Home Sale by Qtr 2002 – 2009



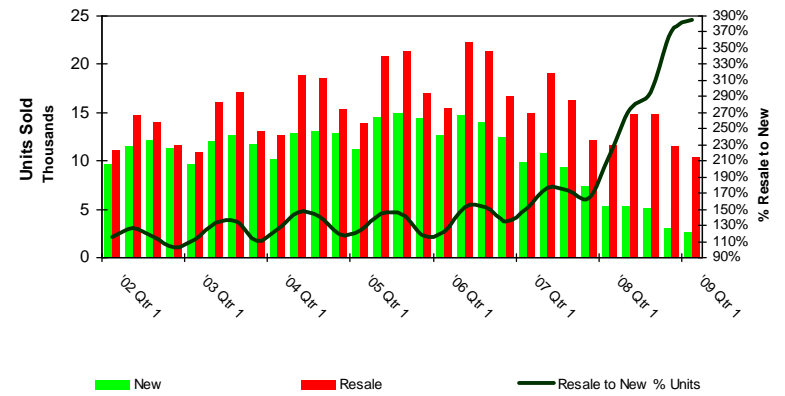
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## Attached Housing Percentage of Total Sales



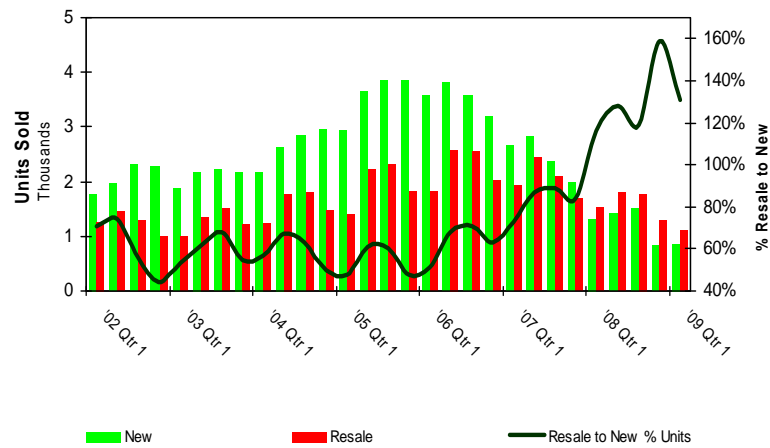
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## Units Closed Total



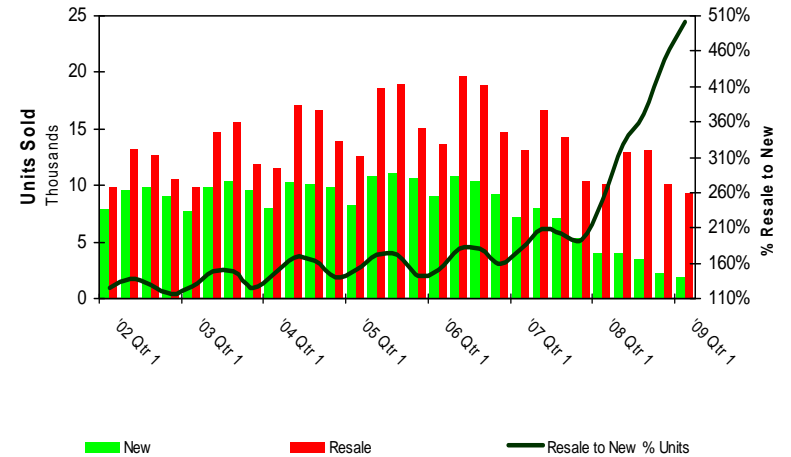
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## Units Closed Attached



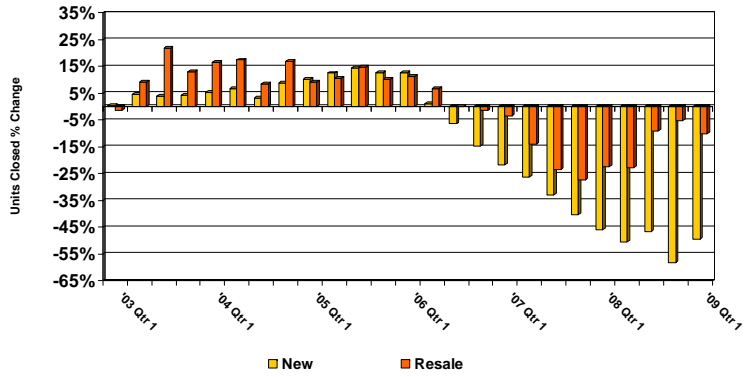
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## Units Closed Detached



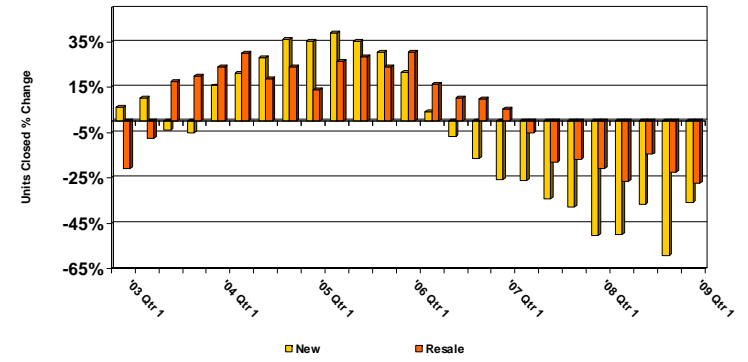
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### Total Units Closed Year to Year % Change



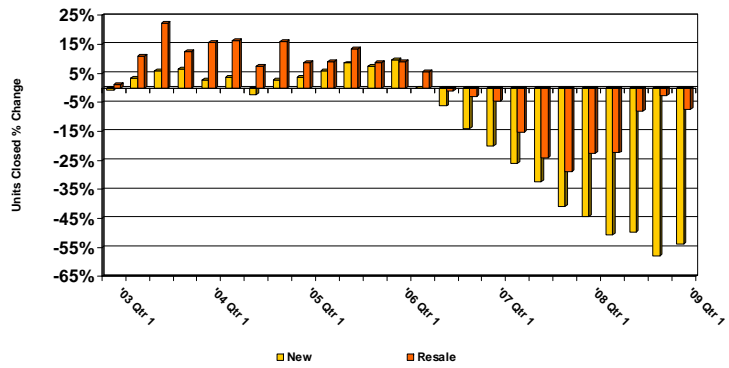
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### Attached Units Closed Year to Year % Change



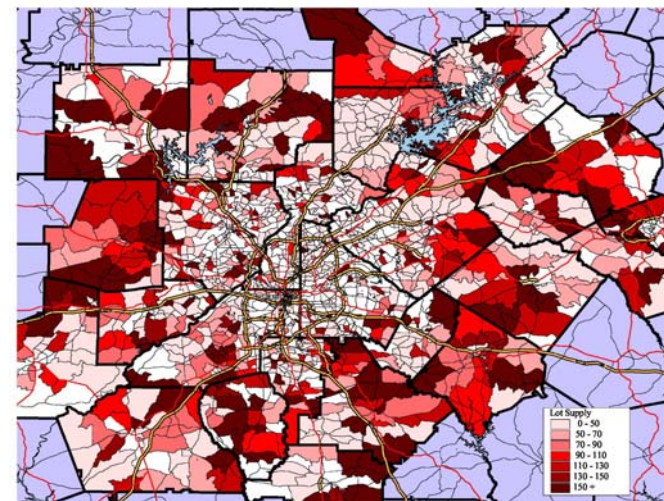
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### Detached Units Closed Year to Year % Change

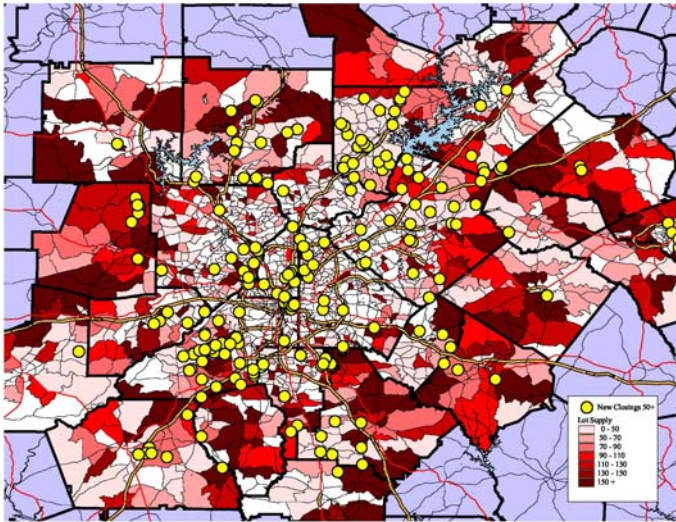


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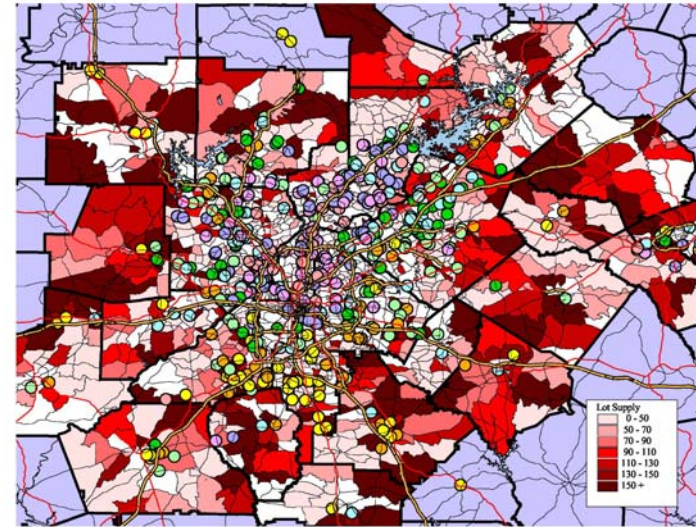
### Lot Supply



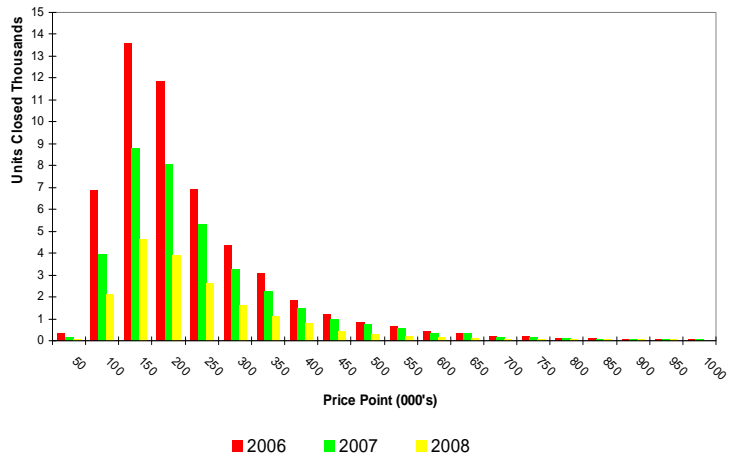
## Lot Supply



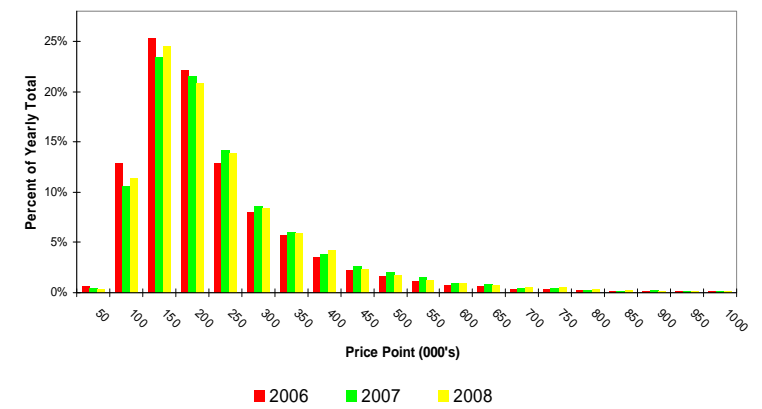
## Lot Supply



## Price Point Trending - New Construction ALL

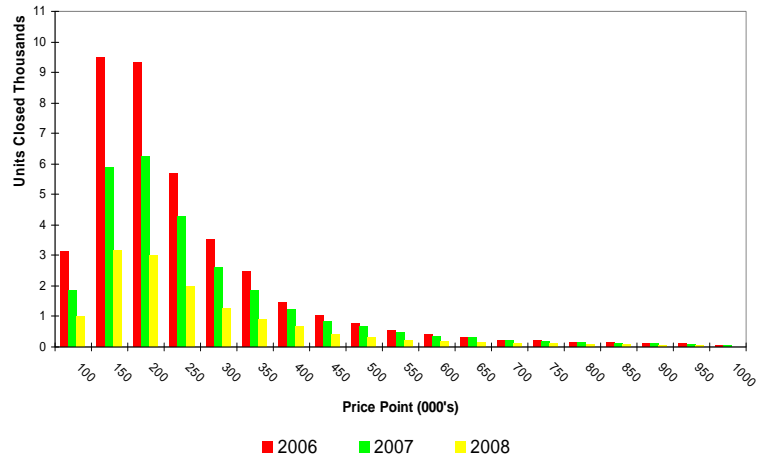


## Price Point Trending - New Construction ALL



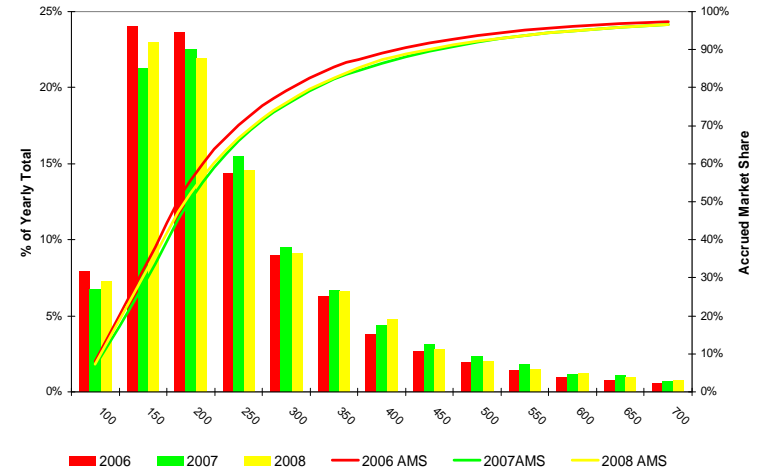


### Price Point Trending - New Construction SFD



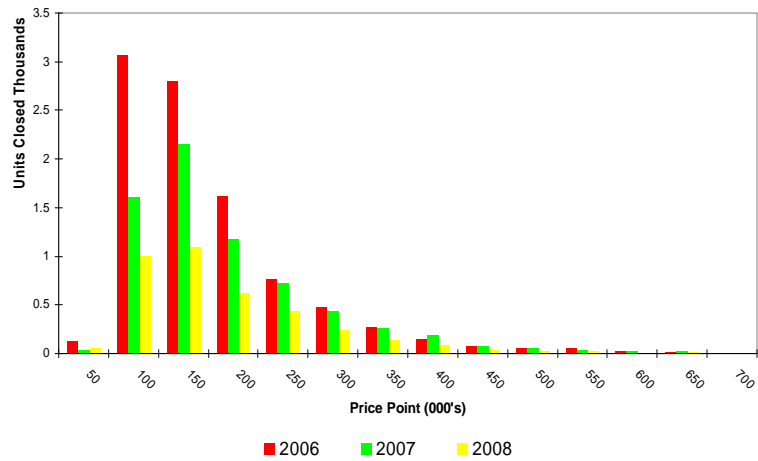
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### Price Point Trending - New Construction SFD



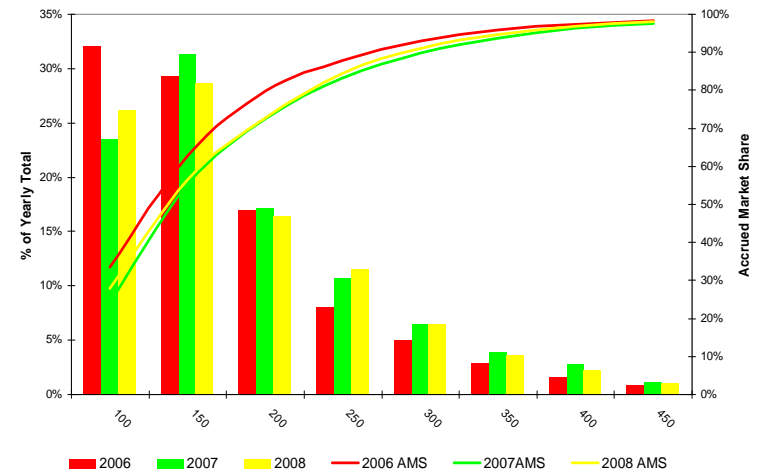
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### Price Point Trending - New Construction TH



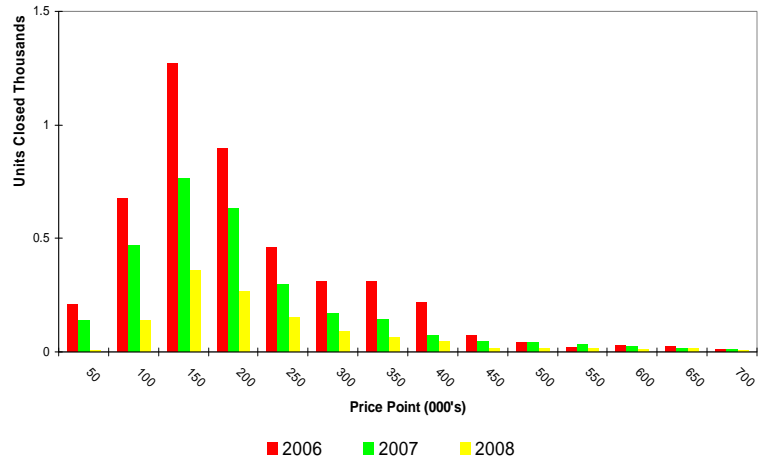
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### Price Point Trending - New Construction TH



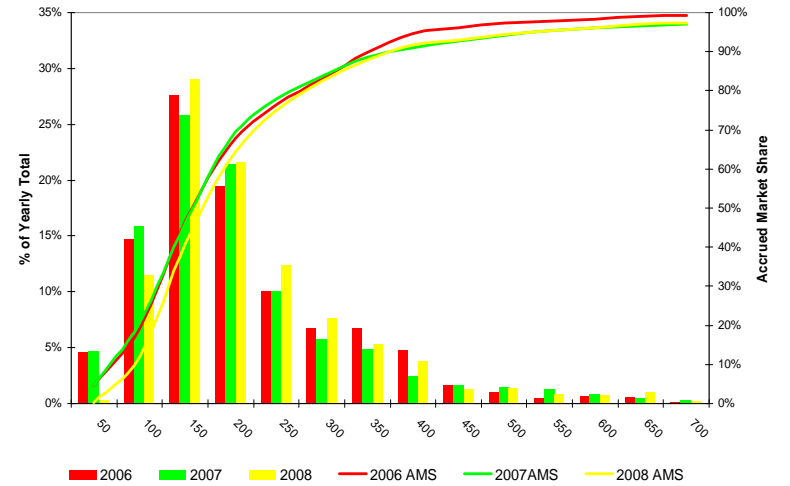
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### Price Point Trending - New Construction CD



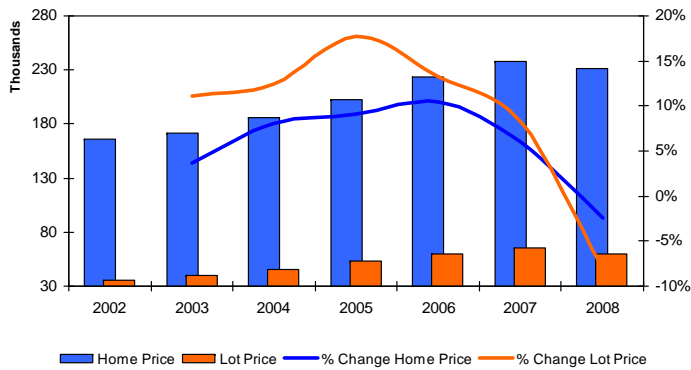
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### Price Point Trending - New Construction CD



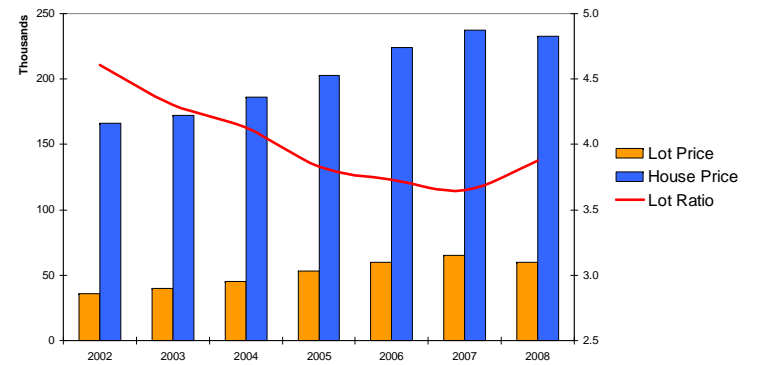
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### Lot Price Increase vs. Home Price Increase Median Lot & Home Price



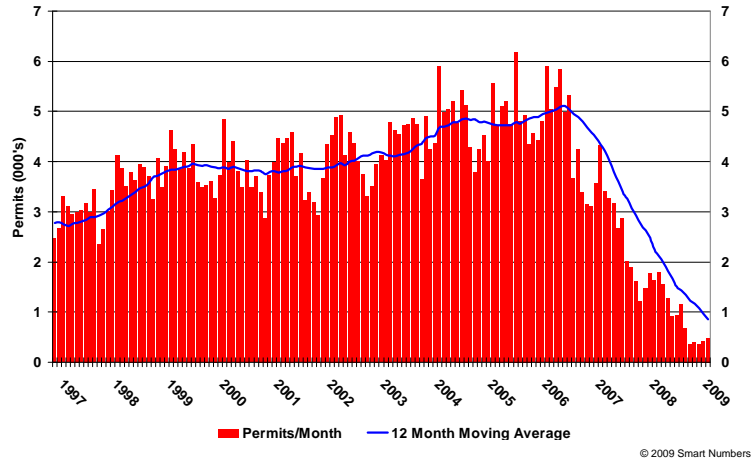
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### Lot Ratio Median Prices

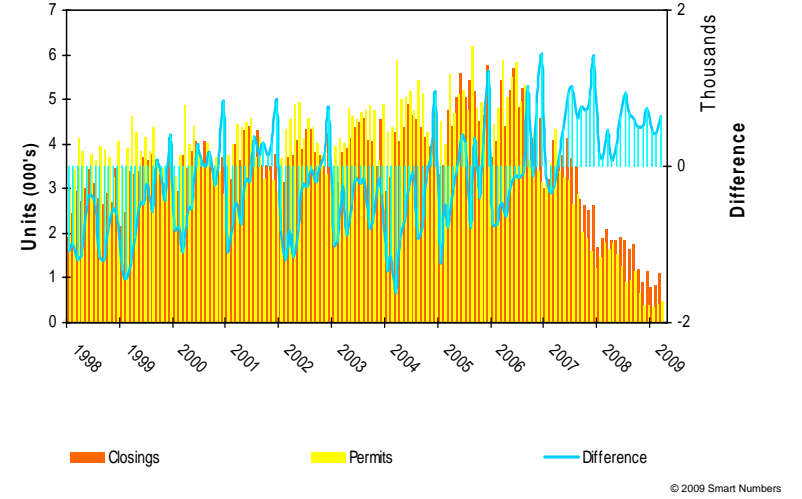


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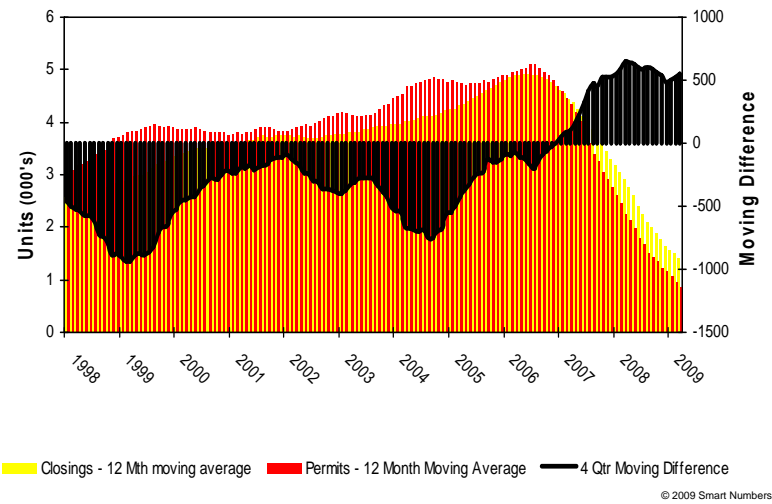
### Permit Trend 1/1997- 3/2009



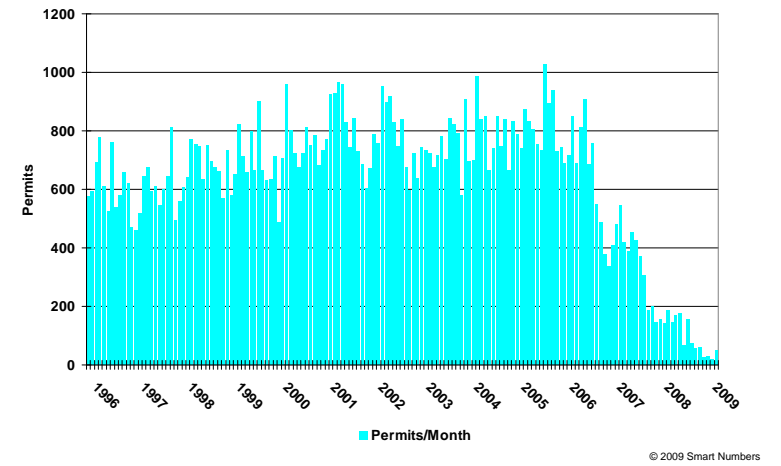
### Permit Trend 1998 - 2009



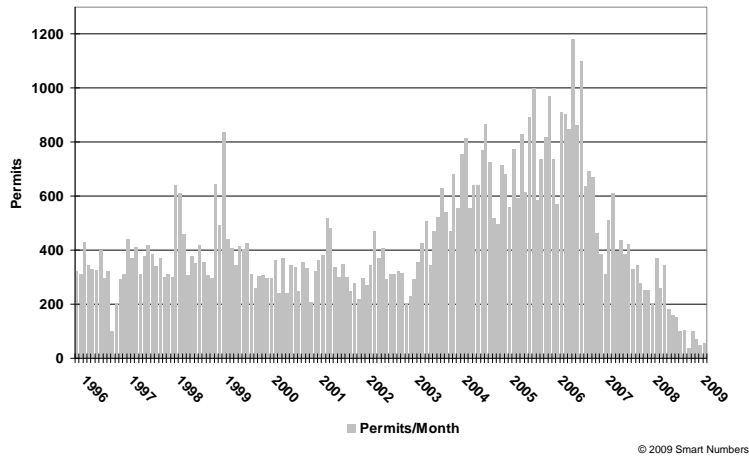
### Permit Trend 1998 - 2009



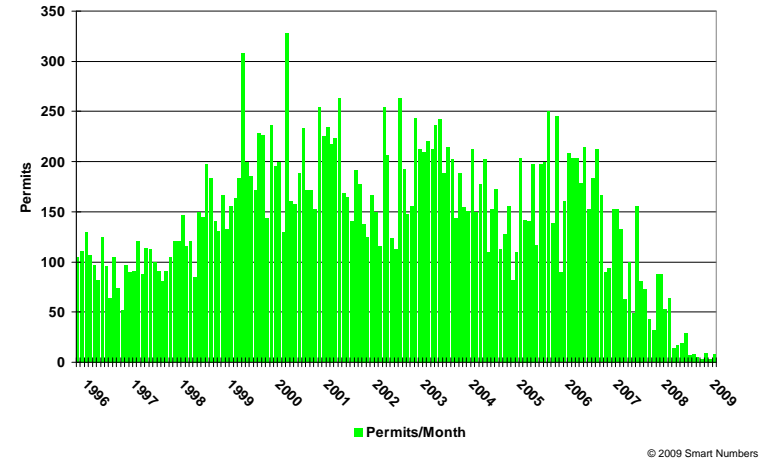
### Gwinnett County Permit Trend 1/1996 - 3/2009



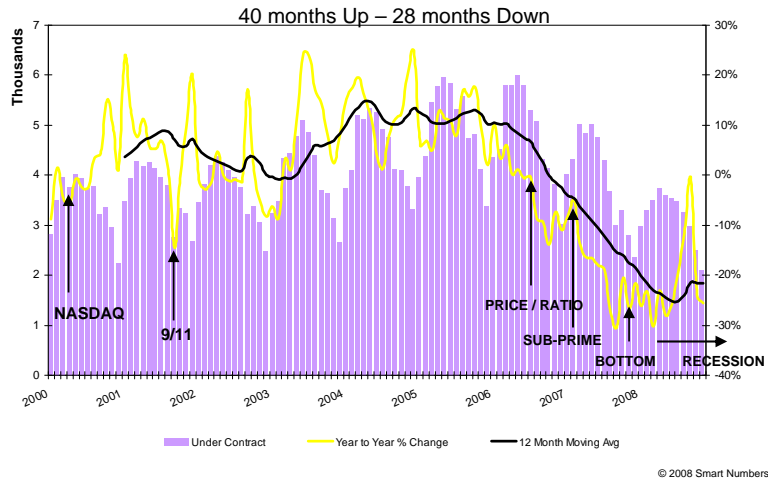
## Fulton County Permit Trend 1/1996 - 3/2009



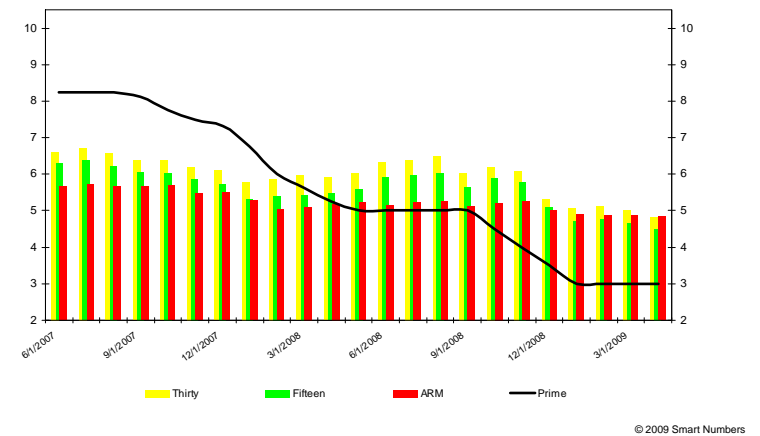
## Clayton County Permit Trend 1/1996 - 3/2009



## Under Contract Trending



## Interest Rate Trending



# Interest Rate Trending

